

SCENIC°

A NEW WORLD OF WONDER IS COMING

We are changing and will now be known as Scenic.

We have come a long way since our humble beginnings. Today we are a global company, proud of delivering all-inclusive luxury experiences to our guests across all six continents.

We are redefining ourselves to better reflect who we are and to set the tone for the future of luxury travel. As part of our new brand approach we have shortened our name to Scenic, created a new logo, and have adopted a new look and tone across everything we do.

Rest assured we are still the same company, with the same mission and vision, delivering an uncompromising level of service and world-class unique experiences.

We invite you to view our new brand.





Win Your Customers Back
With Ugo Transfers



Travel Daily

First with the news

Tuesday 28th April 2015

Alison joined because she's
a mumpreneur at heart

Every agent has
a reason to join

MTA mobile
travel
agents
Call 1300 682 000
Visit join.mtatravel.com.au



AFTA tackles card issues

AFTA'S submission to the Reserve Bank review of card payment regulation (**TD** breaking news) has highlighted the thorny issue of credit card chargebacks due to end supplier insolvency.

It's the first review of the system in almost two decades, with AFTA reporting that Australian travel agencies are now conducting almost 90% of their transactions using electronic payment systems.

"It is estimated that Australian travel agents have a minimum of \$5.4 billion in chargeback risk at any given time, increasing the risk profile of agents when seeking merchant facilities with banks and card providers," said AFTA ceo Jayson Westbury.

He said AFTA was committed to working with regulators to address the issues "for the

betterment of the travel agent community".

The chargeback risk should be confirmed as "reasonable cost of acceptance" of a credit card, which could be "appropriately included in a credit card surcharge fee," AFTA suggests.

Other "unacceptable" items raised by the RBA review include the possibility of differential surcharging, whereby it would be permitted to vary credit card levies based on the level of a card - for example charging more for base level cards versus platinum or gold cards.

Westbury said this would significantly complicate life for the industry, with the submission highlighting the difficulty of advertising all-inclusive pricing under such a regime.

Wonderful Scenic

SCENIC is showcasing its brand makeover (**TD** 15 Apr) with today's **Travel Daily** cover page detailing the new logo and look which will be rolling out across the company's global operations in the coming months.

Today's issue of TD

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

- AA Appointments jobs
- inPlace Recruitment
- One&Only

Austrian

We fly for your smile

Official Airline

EUROVISION
SONG CONTEST
VIENNA 2015

FROM

Listening
to music.

TO

Embracing
life.

Vienna

from
AUD **990**

Airfare exclusive of taxes and charges

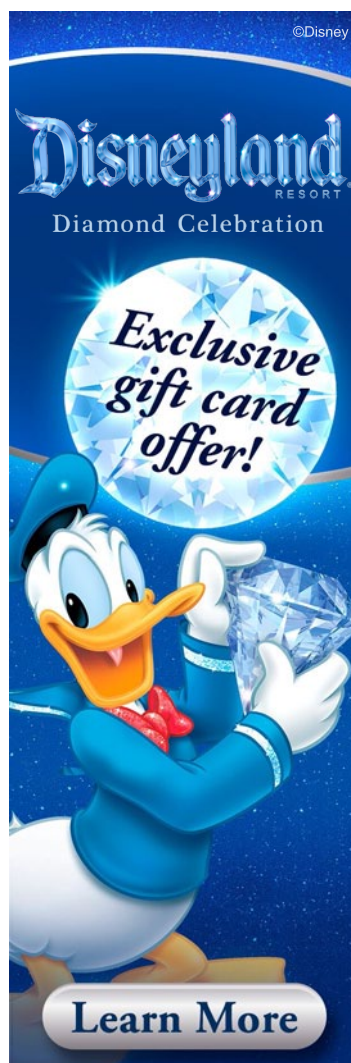
A STAR ALLIANCE MEMBER

New Caledonia,
fly direct to our
closest pacific
neighbour



Airalin
New Caledonia

airalin.com



Disneyland
RESORT
Diamond Celebration

Exclusive
gift card
offer!

Learn More

Isn't it time you
started earning
what you're worth?

PHONE A
friend
to find out how
03 9034 7071

travel counsellors



With us...it's personal

post a job

job seekers
set up job alerts now

employers
reach a targeted
audience for as little
as \$155

join network

view jobs

jito

Travel Daily

First with the news

Tuesday 28th April 2015

BREAKAWAY
International Travel Industry Club

P&O
Cruises
This is how to holiday

**NEW! Last Minute industry specials
on P&O Cruises**

**Inside cabin from \$649* pp including
taxes and port charges.**

* Conditions Apply.

CLICK HERE for further details

SIA Holidays | SINGAPORE AIRLINES

**Asia Beach
Escapes
& Singapore**

**2015/16 BROCHURE
OUT NOW!**

- Thailand
- Philippines
- Maldives
- Vietnam
- Malaysia
- Borneo
- Sri Lanka

Easy to book, packaged
holidays to Asia's best beaches

singaporeairlinesholidays.com.au
1300 728 998

JQ to fly Townsville-Bali

JETSTAR has confirmed the commencement of non-stop flights between Townsville and Bali, with the new route to launch on 02 Sep this year.

JQ Australia/NZ ceo David Hall said the carrier's booking data showed "thousands of Townsville residents" choose to fly to Bali via the carrier's other Australian ports, with the market expected to grow further with the launch of the direct low-fares services.

"We pride ourselves on opening up exciting new travel opportunities and we're delighted to be launching our first int'l flights from Townsville," he said.

The initiative follows moves by the Federal government which will operate immigration and

border protection services at TSV, with the new route the airport's first international service.

Local mp Ewen Jones said the new international facilities would now provide an opportunity to further expand Townsville's direct links to New Zealand and Asia.

MEANWHILE, Jetstar has also committed to operating flights from Avalon Airport in Victoria for the next ten years.

Under the deal, which includes \$12m from the Vic govt and a further \$14m from airport owner Linfox, Jetstar will lift frequencies from five to seven per day and add two new destinations ex AVV.

Hall said Avalon has commercial potential in the medium to long-term, with the partnership helping "bridge the gap until these services are commercially viable in their own right".

New C&K Aus ceo

DAMIAN Perry has been appointed as ceo of Cox & Kings Australia, joining the company from his former role as gm of business development for the PEAK Adventure Travel group.

He takes over from Caroline Kennedy, who was appointed C&K ceo just over a year ago.

EK free SYD hotel stay

FIRST and Business class passengers departing on Emirates' daily 6am EK415 service from Sydney are being offered a free night pre-flight at the Rydges Hotel at Sydney Airport.

APT

UNFORGETTABLE

**HURRY!
2016 EUROPE
RIVER CRUISING
PREVIEW OFFERS
END THIS
THURSDAY!**

**FLY FREE +
FREE CABIN
UPGRADE +
2016 AT 2015
PRICES***

LEARN MORE

*Conditions apply

APT2393

More choice, more profits

→ **NEW** worldwide Autumn, Winter, Spring brochure including Europe, Britain, the USA, Canada and Japan.

→ **7.5%* Earlybirds** are on sale now.

Trust Trafalgar. The real deal.

THE REAL DEAL

Office. Outdoors. Osaka.

Join TravelManagers and experience the first fully mobile online platform, Amadeus Selling Platform Connect.

Flexible. Easy. Smart. [check it out](#)

AMADEUS

TravelManagers
As individual
as you are

Experience The Road Less Travelled

WINTER 2015 ON SALE NOW!

SAVE 10% ON ALL WINTER TOURS*

*CONDITIONS APPLY

Back-Roads
TOURING CO.



FOR THE HOTTEST EXECUTIVE ROLES
CONTACT OUR DEDICATED
EXECUTIVES DIVISION ON
02 9231 2825
OR VISIT US AT
www.aaappointments.com.au

Travel Daily

First with the news

Tuesday 28th April 2015



BNE hopes for Shanghai direct

BRISBANE Airport Corporation has thrown its support behind a tie-up between Qantas and China Eastern amid ACCC concerns the planned venture would have on airline competition on flights between Australia and China.

Last week, BAC said it believes the deal would deliver "significant benefits" to the Queensland travelling public, local businesses "and open new opportunities for inbound travel to the State".

The airport argued that Qld is currently under-served in terms of direct flights to and from mainland China, "and as such, is restricted in its capacity to unlock the full potential of trade and tourism links".

Head of corporate relations at BAC Rachel Crowley said the proposed QF/MU alliance "will enable the commencement of Shanghai-Brisbane flights far sooner than if the airlines were required to act independently.

In Crowley's submission recently made public, she further said: "Whether that service is operated by one airline or the other, or in partnership, will have no bearing on the level of competition in the Shanghai-Brisbane market in the foreseeable future, as the potential for two carriers to operate the route must be considered very low.

"However, the ability for China Eastern and Qantas to work cooperatively together would, we believe, provide the confidence needed to start services on this route within 12-18 months."

The Australian Competition & Consumer Comm continues to assess the joint venture, despite issuing a Draft Determination late last month in which it indicated it was leaning towards refusing the planned partnership.

The ACCC has agreed to provide MU with another six months to provide more info (**TD** 20 Apr).

QH Mantra 'best rate'

HELLOWORLD'S wholesalers Qantas Holidays & Viva! Holidays have partnered with Mantra Hotels & Resorts "to deliver increased dynamic inventory" to its reservation system, Calypso.

The partnership will enable users to access dynamic inventory within a Calypso booking via a direct link to Mantra's booking system from the wholesalers' **easyway** or Reservations Sales platform, the companies say.

Agents can obtain Mantra 'Best Available Rates' (BAR) when booking through the channels, with the rates clearly identifiable with the code of 'BAR'.

Qantas Holidays and Viva! Holidays are warning agents that as the BAR rates are dynamic, they can vary from minute-to-minute, and that changes and amendments may not be permitted to existing bookings.

All BAR Mantra rates will be commissionable at 10%.



Window Seat

AN AIRCRAFT cleaner working at New York JFK airport has been arrested under charges of stealing more than 1,400 miniature bottles of alcohol from planes she was working on.

The woman worked for ground services supplier AirServ, which confirmed she had been dismissed after being arraigned for "grand larceny and criminal possession of stolen property".

Someone tipped off American Airlines about the thefts, with the carrier reporting them to police who interviewed the subject and searched her apartment where they found the unopened booze as well as seven iPads, two laptops, 19 Kindles and a "large amount of various toiletries," according to the *New York Daily News*.



Quest Liverpool – NOW OPEN

Quest Liverpool is South Western Sydney's premier provider of accommodation for business travellers. Conveniently located with easy access to the M5 motorway, Holsworthy Army Barracks, Liverpool Hospital and Warwick Farm Racecourse, Quest Liverpool is the ideal choice for both short and extended stay visitors in Sydney's thriving west.

Visit questliverpool.com.au
Or search "QG" on the GDS

Your perfect travel companion





LEADING Hotels of the World is currently hosting a group of travel agents on the first of its 'Leading Famils' of 2015 through stunning Southern Italy.

The group are being thoroughly pampered along the way, staying at some of the Leading Hotels of the World's luxury collection properties, having started in Rome at the De Russie Hotel.

From Rome, the participants are exploring Sorrento, staying at the Grand Hotel Excelsior Vittoria, then onto Capri for two nights at Capri Palace Hotel & Spa.

Venturing on, the group will travel to Positano for two nights at Le Sirenuse and will conclude their exploration with two nights

at Hotel Santa Caterina in Amalfi.

Leading Famils is a new initiative designed to educate the luxury travel industry on Leading Hotels of the World's collection of "uncommon experiences".

LHW plans to host four Leading Famils this year.

Pictured on the balcony of the Grand Hotel Excelsior Vittoria overlooking the Gulf of Naples and Vesuvius from left are Jane Elliott, Spencer Travel; Amanda Erwin, MTA - Mobile Travel Agents; Kevin Kirby, The Leading Hotels of the World; Kirsty McGuire, The Leading Hotels of the World; Tasi Afitu, Quay Travel Auckland and Jane Tatham from Wentworth Travel.

TODAY to showcase Sydney

THE TODAY show broadcast each morning across America on the NBC network will feature Sydney next Mon 04 May (**TD** breaking news), in a special event featuring Australian-born TODAY anchor Savannah Guthrie.

State premier Mike Baird said it was a "golden opportunity to showcase NSW to the lucrative US audience" with the initiative aiming to promote the state as a "must-see tourism destination".

Qantas is partnering with DNSW in the event, continuing its support for Australian tourism despite the long-running rift with Tourism Australia.

"The US is a key target market for our local tourism operators and Qantas is the number one choice for people travelling across the Pacific, so we're excited to be working with Destination NSW to market Sydney to such a big

audience," said QF ceo Alan Joyce.

Qantas travel packages will promote the state to the huge US audience, with Guthrie to host the live broadcast at an "iconic Sydney location" from 9pm to 11pm local time.

A previous Ellen De Generes broadcast boosted inbound ticket sales from the US by 22%.

GPT Festive range

GRAND Pacific Tours is offering guaranteed departure dates on its dedicated Festive Season Tours to New Zealand in 2015.

Two itineraries are available - an 18-day tour that traverses both North and South Islands and the 11-day Ultimate Christmas Tour which is limited to just 20 pax and utilises GPT's Ultimate Coach.

Both trips depart on 19 Dec and include Christmas in Queenstown where guests will experience the *TSS Earnslaw* steamship to Walter Peak Station for a gourmet lunch.

In addition, GPT has a fully escorted 23-day Best of New Zealand by Luxury Coach and Cruise tour departing on 06 Dec.

The holiday combines a 10-day coach tour with a voyage on Celebrity Cruises' *Celebrity Solstice*, priced from \$6,694ppts.

See grandpacifictours.com.au.

Touring deals ending

TRAFALGAR, Insight Vacations and Contiki are reminding agents that clients wishing to take advantage of early full payment deals on select 2015 itineraries in Europe and the Americas must be submitted by Thu 30 Apr.

The Early Payment Discount offers up to 5% of trip prices.

BECOME A SUPERSTAR

- Test your knowledge
- Win great monthly prizes
- Plus your chance to win a spot on a famil to Switzerland

Prizes:



Switzerland Tourism, Swiss Travel System & Rail Europe GSAs (CIT Holidays, Go Holidays, Infinity Rail, Rail Plus AU & NZ & Rail Tickets) invite you to sign up & be a part of the first ever Swiss Travel Pass Superstar E-learning program for Aussie & Kiwi Travel agents.

Test your knowledge of Switzerland, its iconic train journeys & unique travel pass offering. Program starts 1st May. Every participant who completes the program will receive a Swiss Travel Pass Superstar certificate.

► **Register now!**

SWISS
Your airline to Switzerland

VICTORINOX
SWISS ARMY
COMPANION FOR LIFE

What is Tollman cooking up?



LAST night Travel Corporation global ceo Brett Tollman hosted an intimate "chef's table" dinner at Sydney's Apollo Restaurant.

Tollman, who's **pictured** above right with one of the hard-working chefs and the company's Australasian head John Weeks, is making one of his regular sojourns down under.

"Australia is such a key market for us that I like to visit frequently," he told **Travel Daily**, with Tollman in Australia until the weekend, travelling here from New Zealand where the company has just relocated to new premises.

KQ 787s to AMS

KENYA Airways will introduce Boeing 787-8 *Dreamliner* aircraft on the Nairobi-Amsterdam route, replacing 777-300ERs effective from 07 Sep this year.

New Canada entry fee

CANADA is set to introduce a new electronic Travel Authorisation (eTA) system, which will cost CA\$7 per individual.

The new requirement will be introduced effective 15 Mar 2016, but travellers can apply online for their eTA from 01 Aug this year.

Any Australian who does not require a visa to enter Canada must complete the paperless application process, providing basic personal information similar to what is currently collected when they enter Canada.

The eTA is valid for up to five years from the date of issue, with the new procedure "designed to protect the integrity of Canada's immigration system".

As a result, the Canadian Tourism Commission said travellers to Canada could expect faster service on arrival.

Wonders of Peru

A **NEW** 11-day Iconic Wonders of Peru itinerary priced from \$4,295ppts has been developed by Travelmarvel as part of the companies just released 2016 South America brochure.

The tour visits 14 cities, towns and villages including Lima, the Sacred Valley, Machu Picchu, Cusco and Lake Titicaca and can be married up with either an Amazon or Galapagos cruise.

Also new are cruises aboard the recently refurbished 90-guest *MV Santa Cruz II* to the Galapagos.

Travelmarvel has also upped its number of Chilean Fjords cruise options by increasing its number of departures on Holland America Line's *ms Zaandam*.

Further, a four-day rail journey through the Ecuadorian Andes from Guayaquil to Quito aboard the Tren Crucero, is now included in the Highlights of South America with Ecuadorian Highlights trip, priced at \$12,995ppts.

A range of earlybird deals are on offer including a new 'Travel with Friends' deal of up to \$800 off per couple when booking six or more pax on the one select itinerary.

Avalon back to Egypt

GLOBUS family of brands will resume river cruises on the Nile in Egypt from Jan, md Patrick Clark confirmed last week.

Avalon Waterways has taken an allocation of cabins on the 148-pax *Mayfair* vessel which sails roundtrip from Cairo, part of the 9-day Highlights of Egypt trip.

Tuesday 28th Apr 2015



Money

WELCOME to *Money*, TD's Tue feature on what the Australian dollar is doing.

\$1AUD = US0.78

THE Australian dollar has lifted over the last week, driven by commodity prices as well as economic unrest in Europe.

As well as increasing to one month highs against the US\$, the Aussie jumped against the Euro, while smaller gains were seen against the British pound Sterling due to expectations that the Conservative Party will win the upcoming UK election.

There were also strong gains against the Chinese RMB, with analysts now focusing on the coming week and the monthly Reserve Bank interest rate decision due next Tue.

Wholesale rates this morning.

US	\$0.782
UK	£0.514
NZ	\$1.020
Euro	€0.719
Japan	¥93.15
Thailand	฿25.39
China	¥4.703
South Africa	R9.343
Canada	\$0.942
Crude oil	US\$56.99

Mauritius



**One Exotic Island,
Eight
Exceptional
Resorts**



**beachcomber
HOTELS**

**1800 624 268
beachcomber.com.au**

Le Mauricia • Le Canonnière • Le Victoria • Shandrani • Trou aux Biches • Paradis • Dinarobin • Royal Palm

CENTARA
HOTELS & RESORTS

Discover our
family holiday
offers

DISCOVER MORE

Kids stay, eat and play for **FREE**

Waterparks • Kids' Clubs • Award winning spas

THAILAND • BALI • MALDIVES • SRI LANKA • VIETNAM



VOYAGES  ANTIQUITY

**GRAND VOYAGES TO
ANCIENT CIVILISATIONS**

August 2015 – October 2016

BROCHURE OUT NOW!

Mediterranean • Aegean • Adriatic • South Africa • India • Sri Lanka • Burma • Malaysia



**FREE
RETURN AIR
ON 13 SAILINGS**

Tuesday 28th Apr 2015

'Travel In' platform

A **PARTNERSHIP** between Inland NSW Tourism and Bauer Media Group will see a new digital platform developed to provide potential visitors with "more reasons to stay in Inland NSW".

The platform, dubbed 'Travel In', will receive \$832,000 in govt funding over the next two years through Destination NSW and the Regional Visitor Economy Fund.

NSW Minister for Trade, Tourism and Major Events Stuart Ayres said the site - travelin.com.au - will be designed to make it easier for people to book and research travel arrangements in the region.

Bryan new VA chair

VIRGIN Australia Holdings Ltd today announced the appointment of Elizabeth Bryan as chairman of the board, effective 20 May.

Bryan has more than 32 years experience in the financial services industry, government policy and administration, and on the boards of companies and statutory organisations.

VA said Bryan has "a proven track record" as a successful chairman in diverse industries, including as chairman of Caltex Australia & UniSuper Ltd.

Her extensive management experience includes previous roles as ceo of Deutsche Asset Management Australia and its predecessor organisation, the State Super Investment and Management Corporation.

Outgoing chairman of nine-years Neil Chatfield was lauded by the VA Board for his instrumental direction during the airline's 'Game Change Program'.

"Elizabeth is an ideal replacement as Chairman and I have full confidence that the skills and expensive experience she brings to the Board will take the business to even greater heights," Chatfield commented.

Europcar assistance

EUROPCAR has announced the immediate switch of its Roadside assistance supplier in Australia to Australia Wide Assist.

The changeover provides "many great benefits" to customers, the firm said, including 24/7 service, a mobilisation rate KPI of 90%, all accident related costs provided inside 7 days of incident & service options for 'Heavy Rigid' vehicles.

Another benefit will see Europcar control the process of 'Driver at Fault' charges which were previously handled by the Roadside assistance provider, and Europcar will charge through the rental agreement when a vehicle has been returned.

The company has also changed to a new supplier in NZ, the New Zealand Automobile Association.

Payless to 'Travel in Style'



AIR Tickets in conjunction with LAN recently held a travel agency incentive, offering lucky consultants a chance to 'Travel in Style' by winning two Business class tickets flying with LAN Airlines to South America.

One of the winning agencies was Parramatta-based Payless World Travel.

Pictured presenting the prize certificate to agency staff are Susan Atike, NSW sales manager Air Tickets (left) and Catherine De Girogio, business development manager LATAM Airlines Group (second from right) with Payless World Travel's excited Lourdes Barrueto, Monica Barrueto and Arshad Ladha.

UNIQUE JOURNEYS

VISIT THE AURORA CAPITAL OF THE WORLD

Front row seats available mid August until early April

SPECTACULAR NORTHWEST TERRITORIES

CANADA

Opportunities at Vietnam Airlines Sales & Marketing Team (NSW & VIC)

Vietnam Airlines is seeking two highly motivated sales professionals to join its AU Sales & Marketing Team, one based at its Sydney CBD and one at its Melbourne CBD office on full time fixed term employment contract.

The two Sales Support Coordinators will help maximize the Company's sales and marketing opportunities working in collaboration with other sales team members, travel agents, tour operators and corporate clients.

Primary responsibilities include:

- Sales reporting using Sabre CRS and other internal programs;
- Analyzing of market activities and initiatives to enhance the Company's position in the market;
- Coordinating of sales meetings, sales presentations & travel expos;
- Coordinating of sponsorship opportunities and media requests;
- Supporting reservations team and participating in agency helpdesk activities when required.

The successful applicant will have the following skills and attributes:

- Minimum of 2 years experience in the airline/travel industry with a business development or marketing background;
- Working knowledge of airline GDS & CRS with Sabre an advantage;
- Experience and/or working knowledge of ticketing, pricing and fare distribution;
- Proven communication and presentation skills.
- The ability to work under pressure, unsupervised and within a team.

Interested applicants with full work rights are invited to forward their resume by 5pm Friday 1st May 2015 to Ms. Thuy Nguyen via admin.au@vietnamairlines.com.

Please indicate clearly which work location you are applying for.

Only shortlisted applicants will be contacted for interview.

KIDS FLY HALF PRICE!

Bali - Vanuatu - Fiji - Phuket - USA

CLICK FOR MORE INFO OR CALL 1300 665 470

*Conditions apply. Freestyle Holidays is operated by Pinpoint Travel Group

They've Bin-Tan-ning in SE Asia



ANOTHER week, another Club Med fam for trade partners! In the latest familiarisation for agents, Club Med recently whisked this group away for three nights at Club Med Bintan as part of a Scoot incentive.

When not indulgently sipping cocktails by the beach bar, the agents spent their time soaking up the atmosphere, enjoying the cuisine & touring the golf course.

Trip highlights included a fabulous beach party and a number of indulgent massages at the resort's cliff top spa.

Posing for this pic from left are Summer Ellis-Waldie, DEC PR

for Club Med; Sharon Brisbois, Timy Flies Travel; Lynn Mayer, Sabra Travel; Cassie Rhodes, Flight Centre Potts Point; Jason Smith, TravelManagers NSW; Katrina Lesnie, Flight Centre Vaucluse; Abbey Rouda, Club Med consultant; Clare Blackman, Wentworth Travel; Charmaine Abbott, Flight Centre Concorde and Luke Skarbek from Club Med.

Four Points correction

THE Four Points by Sheraton Darling Harbour in Sydney is expecting to open its new tower in May 2016, not 2015 (**TD** yest).

Business seminar

CPD Conferencing is offering a 10% discount for **Travel Daily** readers to an upcoming seminar providing practical advice for small business owners.

The event takes place on 19 Jun in Sydney, with the discount off the \$575 earlybird rate applicable to the first 20 respondents - and a 10% commission is also payable to agents who refer their small business clients to the seminar.

Topics covered will include key employment and legal issues for businesses as well as marketing with social media, with speakers including employment expert Sharad Loomba and social media marketing guru John Kapos.

For more info **CLICK HERE** or see www.cpdconferencing.com.au.

Concur ingogo pact

TRAVEL expense management provider Concur has launched a new partnership with taxi app & mobile payments firm ingogo.

The pact allows businesses to manage and process employees' taxi receipts within the app.

For Concur users this means receipts for taxis booked via ingogo will flow directly into its expense management system.

Taxi travel accounts for 45% of all expense line items submitted to Concur.

Tuesday 28th Apr 2015

Chelsea vs Sydney FC

ENGLISH Premier League leaders Chelsea Football Club will play an Australian exclusive match in Sydney on 02 Jun, with a friendly game against Sydney FC.

It's 41 years since Chelsea last played a match in Australia.

New Bulgari resort for Dubai

DUBAI developer Meraas has announced a new luxury resort and residential project to be developed in partnership with Bulgari on a man-made island.

The Bulgari Resort & Residences will take up about a quarter of Jumeirah Bay Island, and will comprise a 101 room hotel, 165 apartments, 15 mansions and eight penthouses.

Ritz-Carlton will operate the property under the Bulgari name, with the property's beachside villas set to boost the resort's average room rates to be "by far the highest in the market," according to Bulgari Hotels exec vice president Silvio Ursini.

INSIGHT VACATIONS

The Art of Touring in Style

SALES MANAGER NSW

Insight Vacations, one of the world's leading operators of premium and Luxury escorted journeys is looking for a results driven and energetic sales person to grow and manage a sales portfolio in New South Wales.

Achieve budgeted sales targets whilst identifying new growth opportunities and developing strategies with travel agents and travel resellers to exploit opportunities in the NSW market.

- Fantastic opportunity for an experienced sales professional already in – or looking to break into the exciting travel industry.
- Autonomous role whilst supported by a national team.
- Great base + uncapped incentive scheme, fully maintained company car and amazing travel benefits!

Proven experience in consistently increasing sales year on year & innovative negotiation skills are essential along with a strong track record in communication, presentation & stakeholder relationship skills. We are looking for an individual with a strong desire to succeed, and above all a passion for travel!

For more information & to apply, log onto our recruitment website <http://recruitment.travelcorporation.com.au>



TRAFALGAR
see the world from the inside

contiki

INSIGHT VACATIONS
The Art of Touring in Style

Creative
Holidays

AATKings

UNI WORLD
POWER WITH TRIP

ADVENTURE
WORLD

BUSABOUT

new horizons
Holidays

TC3880

contiki

HEAD OF SALES

JOIN AN ICON IN YOUTH TRAVEL!

Contiki are the original and the best in youth travel, with over 50 years of heritage. A trip with us is an unforgettable journey, it's living life out loud, utterly & completely! <http://www.contiki.com/meetcontiki>

Join our Australia leadership team as Head of Sales and lead the activities of the trade sales team. Gain satisfaction from the achievement of strategic sales goals and in driving effective sales campaigns. Reporting to the Managing Director, you'll assist in developing and implementing the national sales plan and manage our sales channels.

To ensure success in this dynamic role, you'll bring extensive Travel sales management experience, a track record in driving high performing, remote teams and a passion for youth travel.

As a self-driven, personal achiever who enjoys pushing boundaries, you could be the next Sales face of Contiki! We offer real career opportunities across global regions as well as a competitive remuneration package and unrivalled travel discounts across our award winning brands.

Make this moment count and apply at: <https://thetravelcorporation.com/careers/>. For further information, please call Julie Harrower, National Talent Manager on 02 9028 5222.



TRAFALGAR
see the world from the inside

contiki

INSIGHT VACATIONS
The Art of Touring in Style

Creative
Holidays

AATKings

UNI WORLD
POWER WITH TRIP

ADVENTURE
WORLD

BUSABOUT

new horizons
Holidays

TC3882

Tuesday 28th Apr 2015



Rd 7 Winner



Sponsored by:



CONGRATULATIONS

Kimberley Longford

from *Flight Centre*

Kimberley is the top point scorer for Round 8 of *Travel Daily's* NRL industry footy tipping competition. Kimberley has won a prize pack from Disney Aulani Resort.



Major Prize:

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

ACL christens Eagle

AMERICAN Cruise Line has christened its second Mississippi River based paddlewheeler, the 150-passenger *American Eagle* during a ceremony in New Orleans held on 25 Apr.

Fez Gallipoli options

TRAVELLERS who missed out on attending the Centenary Anzac service at Gallipoli last weekend still have options to pay their respects at the August Offensive ceremony which recognises the 100th anniversary of the Battle of Lone Pine on 06 Aug.

Fez Travel has space available on three itineraries which include attendance at 'The Battle of Lone Pine' ceremony, which does not require a ballot to attend.

The escorted tours are 9, 11 or 16 days in duration and operate from Istanbul, visiting Troy, Kusadasi, Gallipoli and more.

For more info, contact Venture Holidays on 1300 414 151.

Mauritius Mar stats

FIRST quarter tourist arrivals to Mauritius have jumped 10.6% to over 291,300 visitors this year, compared to Jan-Mar in 2014.

The provisional figure was supported by a buoyant Mar, with 91,128 arrivals recorded - up 9.8% year-on-year.

Australian arrivals to Mauritius during Q1 increased 14.1% but were fuelled by a whopping 37.2% increase last month alone.

More Buena outlets

LAKE Buena Vista Factory Stores are set to expand by 50% after gaining approval to build on an adjacent tract of 110,000sqf on State Road 535 in Florida.

The factory outlets currently feature over 50 stores and are a popular tourist attraction for visitors to nearby Orlando and Walt Disney World.

Developers expect to break ground on the \$22 million project in Q3 2015 with a grand opening scheduled for the summer of 2016 when the centre will be celebrating its 20th anniversary.



AFTA update

From AFTA's chief executive, Jayson Westbury



I AM VERY pleased that AFTA has tackled the "Achilles heel" of the travel agency community in our latest submission to the Reserve Bank of Australia's (RBA) review of card payment regulations.

The submission which can be found at http://www.afta.com.au/uploads/432/afta_submission_rba-issue-paper-card-payments.pdf provides a solid response to many of the issues raised by the RBA in relation to the way credit card and electronic payments are made within the travel industry.

Some of the areas being addressed could have a material impact on travel agent's ability to recoup their costs of merchant facilities and while some of the issues might have a positive impact, there are many that would not.

In addition to the issues raised by the RBA, AFTA has outlined the challenges travel agents face against chargebacks as a result of the collapse or failure of suppliers. This has been and continues to be a very big issue for the travel agency community.

It further increases the risk profile of agents when seeking merchant facilities with banks and card providers. AFTA formed the view that if the card payment regulations were to be reviewed, this issue needed to be included for consideration.

Only time will tell what, if anything, comes of the issues raised within the RBA paper, but what is certain is that the travel industry needs to be at the table and being considered when any changes are up for review.

AFTA has a strong track record of prosecuting the case for the agency community and the latest submission does exactly that. Any suggestion that surcharging is removed is totally unacceptable to the industry and further any suggestion that complicates the transactions via credit cards is also rejected.

I encourage *Travel Daily* readers to take a look at the submission that is public and available and look forward to the ongoing dialogue that will continue on this issue with the RBA and more broadly the federal government.

On a final note, the travel industry's hearts and minds reach out to Nepal. Tragic loss of life in a destination that brings so much hope and happiness to those who visit. We will keep a watchful eye as the recovery unfolds. If you want to provide support there is a published list of charities at <http://www.abc.net.au/appeals/content/4224542.htm>.

TNQ Masters pact

TOURISM Tropical North Queensland and Cairns Regional Council have forged a partnership to fund the 2015 Great Barrier Reef Masters Games in mid-Aug.

The event will demonstrate Cairns' ability to host major multi-sport events, TTNQ ceo Alex de Waal said yesterday.

Support for the 'Masters' is also being provided by the Qld Govt.

Free night in Honkers

DORSETT Hospitality is offering a free third night at any of its four hotels in Hong Kong, valid for stays between 03 May-30 Jun.

The promotion is available for consecutive night stays at either Dorsett Kwun Tong, Dorsett Mongkok, Dorsett Tsuen Wan and Cosmopolitan Hotel, if using the 'EN1FREE' promo code when booking online at dorsett.com.



BE IN IT TO WIN IT!

Book and ticket any Eurostar sector between the 1st April - 31st May 2015 for your chance to win one of two prizes:

1ST PRIZE The top selling agency will be rewarded with \$1000 worth of Coles Group and Myer Gift Cards.

2ND PRIZE The top selling agency for Eurostar Premier & Business Premier Sectors will be rewarded with \$750 worth of Coles Group and Myer Gift Cards.



For full terms and conditions visit www.railplus.com.au

WIN an Apple Watch, Samsung Galaxy Tablets & HOYTS Movie Vouchers

Take part in the industry's **BIGGEST Salary and Employment Survey**

Have your say now Open till 29th April



Vicky should be so lucky!



TO THE victor go the spoils, and Vicky Wanless from Wings Away Travel can attest to that!

Vicky (pictured left) was chosen as the lucky winner of last month's **TD** competition to win a trip to Ireland, courtesy of Tourism Ireland and Insight Vacations.

She and a friend will soon discover the gems of Ireland on a 7-day holiday, which also included pre and post accom in Dublin and return flights.

Vicky is pictured being presented with her prize from Insight sales mgr Kimberly Morris (right).

Travel Daily

First with the news

Tuesday 28th Apr 2015

Etihad WA manager

ETIHAD Airways has today announced that Rohan Farrance has been promoted to the role of Manager Western Australia.

Based in Perth, Farrance will take the lead for commercial leadership for the Abu Dhabi-based carrier in the state.

Farrance was most recently EY's national account manager based in Sydney, a title he has held for the past two years.

VP for Asia Pacific South and Australasia Lindsay White said Farrance would be responsible for accelerating growth in WA.

NT \$28m marketing

THE Northern Territory Govt has today signalled it will provide \$28.2 million for marketing the Top End in domestic and international markets in order to attract more visitors.

Chief Minister for the NT and Minister for Tourism Adam Giles said the marketing strategy will include an "adjusted" approach for growing the Chinese tourism sector and "ramping up initiatives to increase awareness in China of purchase-ready Territory product".

The NT Government will also inject a further \$1 million over the next two years to expand its free tourist wi-fi network across the Territory.

"This will keep visitors connected and allow them to share their holiday snaps with the world online, encouraging friends and relatives to come and 'Do the NT'," Giles said this morning.



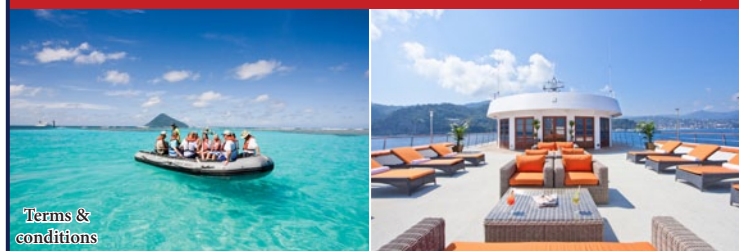
WIN A SMALL SHIP CRUISE WITH APT

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

Q18. On APT's 17-day Southeast Asia Adventure Expedition Collection cruise, where will you see the ancient grave sites where replicas of the Toraja ancestors look down on the village?

Hint: [CLICK HERE](#), see p23.



Terms & conditions

DoubleTree in Chile

HILTON Worldwide has opened its first DoubleTree by Hilton branded property in Chile.

The 226-room DoubleTree by Hilton Santiago - Vitacura is located in the heart of Vitacura's business district and 15kms from Santiago's International Airport.

Scanner wrist app

GLOBAL travel search engine Skyscanner has unveiled an update of its hotel app for Apple Watch customers that features a new 'Find Your Way' function which will provide directions and an estimated time it will take to walk to their hotel.

The feature is available to Apple Watch users that have data or wi-fi access in the US, Australia, Canada, France, Germany, Hong Kong, Japan and the UK.

Ibis Lille opening

THE Ibis Lille Centre Grand Palais has recently opened in the French city, a stone's throw away from Lille Flandres and Lille Europe train stations.

The property features 91 rooms and is located near the Palais des Congres (convention centre) and Zenith (concert venue).

WIN an Apple Watch, Samsung Galaxy Tablets & HOYTS Movie Vouchers

Take part in the industry's BIGGEST Salary and Employment Survey

Have your say now Open till 29th April



jito
Travel Daily

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.

Postal address: PO Box 1010, Epping, NSW 1710 Australia

Street address: 4/41 Rawson St, Epping NSW 2121 Australia

P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of **Travel Daily** no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

Publisher/Managing Editor: Bruce Piper **Editor:** Guy Dundas **Assistant Editor:** Matt Lennon
Contributors: Louise Wallace, Jenny Piper, Sarah Piper **Editorial email:** info@traveldaily.com.au
Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au
Business Manager: Jenny Piper - accounts@traveldaily.com.au

Part of the Travel Daily group of publications.

Travel Daily CRUISE WEEKLY travelBulletin business events news Pharmacy DAILY Travel DailyTV



DON'T BE LEFT OUT IN THE COLD!

Does your current job give you the chills?
March straight into AA for the hottest
jobs in town.

FOR ALL THE BEST VACANCIES VISIT www.aaappointments.com.au

NSW & ACT - 02 9231 6377 - apply@aaappointments.com.au
VIC, WA & SA - 03 9670 2577 - recruit@aaappointments.com.au
QLD - 07 3229 9600 - employment@aaappointments.com.au

A NEW DIRECTION IN YOUR TRAVEL CAREER TRAVEL RECRUITMENT CONSULTANT SYDNEY & MELBOURNE SALARY PACKAGE circa \$70K + BONUSES

Due to the current demand, AA is expanding our Sydney and Melbourne offices. As a result we are in need of talented travel professionals to service the recruitment needs of our exclusive client accounts. You will enjoy interviewing candidates and assessing their career opportunities, short-listing talent, reference checking, account management and business development.

You will be rewarded with an excellent salary plus bonus structure, advanced on the job and professional training, opportunity to work with the best names in the industry and long term career prospects; as well as access to team perks including shopping vouchers & time off.

Ideally you will come from a strong corporate or retail travel background, with excellent industry knowledge, strong communication and interpersonal skills and the ability to work well in a team.

Interested? Apply now on apply@aaappointments.com.au
Want to know more? Contact our MD today 02 9231 6377.

MAKE A CHANGE FOR THE BETTER RETAIL TRAVEL CONSULTANT GOLD COAST – TOP SALARY PACKAGE

Are you an experienced sales focused travel consultant who loves networking and bringing in new business? At this leading agency you will handle enquiries from a loyal referral & returning client base whilst using your own exceptional sales skills to build your own base including networking & local promotion. A minimum 3 years experience, strong sales & customer service skills; exceptional product knowledge & be personally well travelled is required. Enjoy a fantastic office location, strong salary package and incentives.

DO WHAT YOU DO BEST RETAIL TRAVEL CONSULTANT

MELB EAST- SALARY PKG DEPENDING ON EXPERIENCE

Do you love consulting and creating intricate holiday itineraries for your clients to help make their once in a life time holiday a reality? We have a fantastic opportunity for a motivated retail consultant who prides themselves on their superior GDS skills and destination expertise. Working in this fun team environment you will be paid a generous salary & get noticed for your hard work and dedication. Knowledge of Galileo & min 2 years consulting experience required. Don't wait another minute, secure your new role today!

NEW THE SKY IS THE LIMIT WHOLESALE TRAVEL CONSULTANT

SYDNEY – SALARY PACKAGE UP TO \$80 OTE PLUS FAMILS

This amazing global operator is looking for an energetic, positive personality to join their team. You will enjoy servicing their premium valued clientele on all worldwide destinations including flights, accommodation, cruising and tours. If you enjoy an excellent salary package with great bonuses and overseas educationals then this is the job for you. A minimum of 2 years travel industry experience, exceptional sales skills and a friendly positive attitude are a must. Apply today and reach for the sky!

TICKET YOUR WAY TO SUCCESS TRAVEL CONSULTANTS

SYDNEY – SALARY PACKAGE UP TO \$45K

Is your excellent fares & ticketing knowledge going to waste?

This leading wholesaler is looking for a dynamic fares and ticketing consultant to join their team. Construct detailed fare itineraries, issue tickets & handle reissues, refunds and special requests. Also, assist your colleagues with overflow reservations or processing visas. If you have 1 years ticketing and airfares experience, solid GDS experience and a positive attitude then you will enjoy a top salary, ongoing development & fantastic central office!

TAKE YOUR PICK

WHOLESALE TRAVEL CONSULTANTS BRISBANE CBD – UP TO \$55K ++ OTE

Looking for a role where your hard work is rewarded. Want to sell a product you are passionate about? This global wholesaler has roles available in both their domestic & international teams. You will sell a range of destinations and packages in this dynamic office and every day will bring a new challenge. Great career development, superb \$\$ package and the best benefits the industry has to offer! All you need is a min 12 months consulting or reservation experience, proven sales skills and a great attitude!

WHOLESALE BLISS

WHOLESALE RESERVATIONS CONSULTANTS

MELBOURNE – SALARY PKG UP TO \$45K + BONUSES

This award winning and respected travel company is seeking a passionate travel consultant to join their reservations team. This role will see you consult on a range of incoming phone and email enquires whilst ensuring superior customer service delivery is maintained throughout the booking process. You will be rewarded with a fantastic working environment and the opportunity for career progression, all you need to have is 12 months industry experience and a passion for travel. Contact AA Appointments today to find out how to apply!



**Looking for work?
Look no further!**

Click here for more jobs!



Ben Carnegie

Cruise into a brand new business - Sydney

- ▶ Based on Sydney's Northern Beaches
- ▶ Multiple positions available
- ▶ Above average salaries + incentives

A new and exciting Cruise Company is hitting the shores of Australia and they are positioned to open their doors before the end of the financial year! Working in these bright, modern and eco-friendly offices you'll avoid the traffic into the CBD and still do what you love! CRUISE!!

The following positions are currently available:

- ▶ Operations Supervisor/Manager
- ▶ Business Development Manager
- ▶ Marketing Executive
- ▶ Product Executive
- ▶ Cruise Travel Consultants

There are multiple Cruise Travel Consulting roles that require previous airfare & cruise experience. Amadeus CRS will be highly regarded. So if you want to escape the grind of the city, live the lifestyle & be part of Australia's newest cruise retailer, Apply today!

Call Ben or [click here](#) for more details

Retail / Leisure Travel Cons - Inner Sydney

- ▶ Modern waterfront offices close to CBD
- ▶ Excellent hourly rates - contract & permanent roles
- ▶ Monday to Friday - no Saturday work!

Excellent opportunity to join this growing company in the inner city, selling worldwide holidays and a variety of travel products. Great offices & supportive team environment.

Call Cristina or [click here](#) for more details

Client Relations Agent Global Co. - Sydney

- ▶ Monday to Friday only
- ▶ Start early and finish early!
- ▶ Salary \$50K

Manage post travel communications in a highly reputable business. If you believe in providing exceptional customer service & enjoy problem solving & investigation, Apply now!

Call Ben or [click here](#) for more details

Retail Travel Consultants - Melbourne

- ▶ No weekends! Monday to Friday
- ▶ Fun, energetic & supportive team environment
- ▶ Excellent salary on offer for experienced consultants

Join this busy, thriving agency 15 mins walk from the CBD. Well established Online Retailer starting up a travel division taking calls from the direct public for worldwide destinations.

Call Cristina or [click here](#) for more details

Senior Account Manager - Melbourne CBD

- ▶ Large corporate TMC
- ▶ Career progression that is actually achievable
- ▶ Excellent salary + super + incentives

Growing Corporate TMC that offers career progression & development. This is a highly strategic role so a background working with in TMC's managing large accounts, is essential.

Call Ben or [click here](#) for more details

Online Travel Customer Service - Sydney

- ▶ Work 7 Nights on - get the next 7 nights off!
- ▶ Excellent work/life balance in Online Customer Service
- ▶ Late May 2015 start dates

This fun, dynamic company is looking for a customer service driven individual to work 7 nights straight Mon-Sun then get the next 7 nights completely off! Hours are 11pm -8am.

Call Ben or [click here](#) for more details



One&Only

REETHI RAH

Maldives

BAHAMAS | BAHRAIN | CAPE TOWN | DUBAI | GREAT BARRIER REEF | WOLGAN VALLEY
LOS CABOS | MALDIVES | MAURITIUS | MONTENEGRO | SANYA

The Gift of an Extra Night

Stay 4 nights for the price of 3 nights plus enjoy half board for two
and complimentary round trip transfers

FOR RESERVATIONS, PLEASE VISIT ONEANDONLYREETHIRAH.COM/SPECIALOFFERS,
CALL +960 664 88 00 OR CONTACT YOUR PREFERRED TRAVEL PROFESSIONAL

oneandonlyreethirah.com

*Offer is subject to availability and a minimum 4 night stay required to receive the 4th night complimentary. Valid for travel 11 May until 18 December 2015 and black-out dates may apply. Available on all room categories excluding Duplex, Grand Water Villa, Grand Beach Villa and Grand Sunset Residence.