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Air NZ celebrates 75 years

AIR New Zealand today hosted a massive celebration on Sydney Harbour, where the *Lady Herron* ferry has been decked out in the style of a 1940s flying boat.

Industry partners were hosted on a short cruise before the vessel docked in Rose Bay for lunch at the appropriately named Catalina restaurant.

Cam Wallace, Air New Zealand chief commercial officer was part of the event, and spoke exclusively to **Travel Daily**.

"It's great to be here in Sydney celebrating this significant milestone," he said.


"Appropriately we're celebrating with our trade and airline partners, given that they have contributed so much to the

success of Air New Zealand in the past and will continue to do so in the future," Wallace added.

He said that together with Virgin Australia, Air NZ operates 400 flights to Australia carrying a whopping 65,000 passengers every week.

Air New Zealand's first ever service, aboard a Short S30 flying boat called *Aotearoa* took nine hours to fly from Auckland to Sydney, carrying just 9 pax.

By contrast, Wallace arrived in Sydney on a commemorative Boeing 787-9 *Dreamliner* service which featured a special 1940s themed menu and a mid-air fashion show of the carrier's uniforms through the decades.

To view the celebrations from the ferry today, click  or see traveldaily.com.au/videos.

Last day for comp

SEE page seven for your final chance to win an APT Small Ship Cruise in our Apr competition.

Merlin trade role

MERLIN Entertainments is advertising for a Trade Account Manager - see the **last page**.

Seven pages of news!

Travel Daily today has seven pages of news and photos, plus full pages from: **(click)**

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Travelport 'Agentivity'

TRAVELPORT has launched a new business intelligence suite into the Australian market.

Dubbed Agentivity, the web-based system gives "actionable insights into all aspects of a travel agency business," according to local Travelport gm Kaylene Shuttlewood.

Agentivity has been developed by the UK-based Inside Group, and gathers information from consultant desktops to provide instant feedback on booking trends, productivity and additional revenue opportunities.

MEANWHILE, Travelport's local director of sales Gary Harford is set to relocate to Hong Kong next month to take up a role managing the technology firm's partners across the region.

Ryan Davis is taking up his role in Sydney, joining Travelport after a career including positions with Amadeus and International SOS. More appointments on **page 6**.

flydubai ups Russia

DUBAI-BASED LCC flydubai is set to launch two new routes to Russia, with flights to Novosibirsk and Nizhny Novgorod from Oct.

Res 787 prejudice concern

SIX US Senators have written to the United States Department of Transportation to express concern about "personalised pricing" of airline tickets it approved last year under the International Air Transport Association's "Resolution 787".

Senators Edward J Markey, Bill Nelson, Maria Cantwell, Richard Blumenthal, Cory Booker and Al Franken argue that personalised pricing, "which requires the large-scale collection, use and storage of sensitive personal information" by airlines & travel agents, could lead to "unfair discriminatory practices".

The group suggest airlines might tailor promotions to consumers based on collected data.

"Using consumer zip code information, [airlines] may offer special fares to consumers who live in more affluent zip codes to entice them to travel more frequently while failing to provide those same discounts in lower income areas," the Senators said.

"On the other hand, business travellers who regularly fly the same routes could face higher

prices," the group warned.

In their letter filed with the US Govt on Tue, the Senators noted that while collection of personal data under Resolution 787 is not currently compulsory, there are inadequate measures to prevent airfare vendors from penalising consumers by charging higher prices for people who choose not to divulge their information.

"We are concerned that airlines could penalise consumers who do not provide personal information, as well as could engage in discriminatory pricing practices with customers who do share their information."

The Senators have called on the DOT to address a detailed list of concerns within three weeks.

Reid promotion

ACCOR Asia Pacific's Singapore-based director of communications Gaynor Reid has been promoted to the new title of vice president communications.

Reid has been with Accor for many years, moving to Singapore two years ago to take on the role.

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NYOP active on ReadyRooms

QANTAS Holidays has soft launched new functionality for its ReadyRooms for Agents to deliver greater flexibility for consultants.

To be unveiled to Helloworld members shortly at the agency's Business Summit in Hong Kong, Name Your Price (NYOP) enables agents to increase the total value of a booking by up to 25%.

Consultants can discount the value of bookings from the original Gross Sell Price to the Nett Sell Price.

Using the new functionality, agents can also choose to absorb the credit card merchant fee from their total commission owing.

"Retail travel businesses need to be able to confidently and seamlessly add service fees where appropriate and NYOP is designed just for that," Head of sales for Qantas Holidays/Viva! Holidays Fiona Dalton said.

General manager for wholesale Peter Egglestone said NYOP is just

a taste of what is to come for tech updates to launch this year.

"As a business we are committed to providing products & services that add value to the travel agent equation, and to using technology improvements as the lever to make it easier to do business with us".

3,000+ ATAS agents

THE number of ATAS accredited travel agents has surpassed 3,000, AFTA's gm of the program Gary O'Riordan has confirmed.

He said the milestone illustrates "that the industry are backing their association", he said, adding there is "strong evidence that brand awareness amongst consumers is growing rapidly".

O'Riordan also highlighted in AFTA's Apr newsletter to members that the organisation's website is experiencing "massive" increases in traffic from consumers looking for an ATAS accredited agent.

ATABBB earlybird

TRAVEL personnel have until close of business today to lock in earlybird pricing for the ATAB Business Builders conference being held at The Pullman Hyde Park Sydney on 09 Jul.

Conference founder Simon Bernardi has organised the event to provide businesses with need-to-know info to compete with online operators.

Keynote speakers include Phil Hoffmann and other industry leaders who have successfully built businesses around capturing new markets and customers.

Earlybird tickets are priced at \$198, valid if booked by today. Register at www.atab.net.au.

Allianz Nepal action

ALLIANZ Global Assistance has established a crisis unit to identify customers in Nepal that require assistance, with dedicated teams activated in Brisbane and Paris & nurses deployed to Kathmandu.



Window Seat

GREAT Britain could be on to the next big international spectator sport, perhaps even jazzing up the less than exciting upper class pursuit of polo.

The town of Rugby recently hosted what it claimed to be the country's first polo tournament, with all riders onboard segways.

Polo is polo and the concept remains the same, with guests riding around hitting a ball with a mallet into the goal area, only these players were riding the oversized rolling platforms.

Teams from Germany, Finland, Barbados and, of course, Britain participated in the tournament, with all players moving at the speed of 12.5 miles per hour.

Two German teams were the last ones standing, facing off in the final, won by "Balver Mammuts" two goals to one.



Quest Albury on Townsend – opens 4th May

Quest Albury on Townsend is set to continue to deliver the high standard of premium accommodation business and leisure travellers have become accustomed to on the border. Conveniently located on Townsend Street within close proximity of Albury's vibrant retail, dining and business precincts, the property comprises brand new studio, one and two bedroom serviced apartments, on-site car parking, gymnasium and WiFi.

Visit questalburyontownsend.com.au
or Search "QG" on the GDS



Thursday 30th April 2015

TripAdvisor TIE sesh

ORGANISERS of the Travel Industry Exhibition have confirmed TripAdvisor's head of Destination Marketing for the APAC region will be a guest speaker during a session at the show in Jul.

Sarah Mathews will discuss current industry trends on Day 2 of the show, from 10:30-11:15am.

The Travel Industry Exhibition is being held 16-17 Jul at Luna Park Sydney - **CLICK HERE** for more.

Minor Kenyan camps

MINOR Hotel Group has added six camps in Kenya to its evolving portfolio of hotels and resorts spread around the globe.

The additions are a result of a takeover of Cheli & Peacock Group of Companies by Minor Hotel Group's Elewana Collection.

Its safari lodges and camps are located in Amboseli, the Mara, Matthews Forest and Samburu, and include Elsa's Kopje, Elephant Pepper Camp, Joy's Camp, Kitich Camp, Tortillis Camp and Lewa Safari Camp.

Through the transaction, the Elewana Collection will expand to a total of 14 camps, lodges and boutique beach hotels in Kenya, Tanzania and Zanzibar, "providing unparalleled African wildlife-viewing and beach holiday opportunities with an emphasis on stylish and luxurious comfort".

"The merger offers operators and agents a seamless experience when booking Kenya, Tanzania and Zanzibar," the company said.

QF loads improve

QANTAS this morning released its preliminary monthly traffic and capacity statistics for Mar, showing an overall 79.1% revenue seat factor - up 4.7 points on the previous corresponding period.

The jump reflects the detente in the domestic market, with overall group passenger numbers up 1.5% and a 6.2% lift in revenue passenger kilometres.

The international operations of both Qantas mainline and Jetstar also reported a strong improvement in revenue per available seat kilometre, "driven by higher passenger loads".

The update also revealed a 5.4% increase in Qantas Loyalty billings for the nine months to 31 Mar, with about 100,000 new members having joined the Qantas Frequent Flyer Program since the start of 2015.

Fiji Expo final call

EXHIBITOR places at the 2015 Fiji Tourism Expo close tomorrow.

To date, over 270 exhibitors and close to 110 buyers are planning to attend, including 47 delegates from Australia, 17 from the USA, and 16 from New Zealand.

Other int'l markets attending FTE are coming from India, the European Union, China, the UK, Canada, South Korea, Pakistan and Switzerland.

The expo is being held from 16-18 Jun at the Denarau Island Convention Centre - for more info, see www.fijitourismexpo.com.

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TRAVELPORT is in the middle of an Australasian roadshow, with a host of recent innovations highlighted in packed events already held in Adelaide, Perth and now continuing in Sydney, Melbourne, Brisbane, the Gold Coast, Auckland, Wellington and Christchurch.

Participants in Sydney yesterday were graced with the presence of the company's Singapore-based regional head Mark Meehan who told **TD** the company's customers were now reaping the benefit of almost \$500 million invested in the Travelport Travel Commerce Platform since 2012.

Meehan said the merchandising capabilities of the system "places us ahead of the curve," with the company forecasting huge travel growth in the Asia-Pacific region over the next 20 years.

Australian head Kaylene Shuttlewood highlighted the big jump in ancillary revenue for airlines, with the latest version of

the Smartpoint desktop allowing agents to access LCC and legacy carrier content side-by-side.

When results of a fare search appear, consultants can click on elements and have access to all of the add-on products available through a carrier's own website, meaning they can book extras such as meals, special seats and other add-ons without disturbing their workflow, and with all details stored in the PNR.

More than 100 airlines have now signed up for the 'Rich Content and Branding' option since it launched in Aug last year.

But it's not just about air, with Travelport's hotel offering also providing major innovations such as direct display of hotel images and live TripAdvisor ratings from the GDS screen.

Pictured above in Sydney yesterday are the Travelport presenters, Kevin Lu, Daniel Rowley, Kaylene Shuttlewood, Mark Meehan and Gary Harford.

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AAT Kings' crown bus a hit



AAT Kings' first foray into double-decker sightseeing bus tours around Sydney has gone "gangbusters", says managing director Anthony Hayes.

Traditionally a tour operator, AAT Kings has just concluded its first summer operation using the see-through roof bus, of which it has a modest fleet of two.

Speaking to media yesterday, Hayes said the Sydney Sightseeing trips have proven a smash hit with international visitors already, "and that is without being heavily promoted abroad", he told **TD**.

Once wholesalers and inbound partners begin to "spread the word" about the product, Hayes expects numbers to thrive.

Hayes insists the AAT Kings bus tour has found a niche market and differs from the likes of other popular hop-on, hop-off services.

Priced from just \$20pp, the bus has five pick-up points scattered

around the city, and over approx 2.5hrs, pax visit Milsons Point, The Rocks, Mrs Macquarie's Chair, Sydney Opera House, Darling Harbour and Woolloomooloo.

Time is provided for sightseers to disembark and briefly explore points along the way, including a guided walk over the Sydney Harbour Bridge.

Pax are also able to arrange additional sightseeing with AAT Kings after the trip.

Tours operate up to three times daily in peak season.

Quizzed by **TD** if the product was likely to be replicated to other cities such as Melbourne, Hayes said the immediate focus for AAT Kings now was to bed down its Sydney operation.

Pictured with one of the perspex roofed buses from left are The Travel Corporation's global ceo Brett Tollman, coach driver/guide Juliano and Anthony Hayes.

FRHI Egypt expansion

TWO new properties will be developed in Egypt by FRHI Hotels & Resorts in partnership with Citystars Properties, the firm revealed this week.

The parent company of Raffles Hotels & Resorts, Fairmont Hotels & Resorts and Swissotel Hotels & Resorts, FRHI says it will open the 300-room Fairmont Soma Bay in Hurghada & 250-room Swissotel Katameyah before 2020.

thl forecasts growth

NZ-LISTED travel firm thl has today announced it is expecting to increase its FY15 year-end Net Profit After Tax by up to NZ\$3m.

The company forecast its NPAT to increase from "at least \$17m", as flagged in Dec, to between \$19.5 million and \$20 million.

As a result of improved trading conditions and two "one-off items", net debt level is forecast to be in the range of NZ\$65-70m instead of \$80-85m.

Singapore arrivals fall

SINGAPORE Tourism Board has reported back-to-back months of falls in Australian visitor arrivals for Jan and Feb, with numbers down 7.5% compared to 2014.

According to STB's latest figures, over 115,580 Aussies travelled to the Lion City in Jan (down 8.4%) and just a shade over 65,000 in Feb, a decrease of 6%.

Overall, there has been a 5.5% decrease in the number of international arrivals this year.

JQ jet foam damaged

LAST week's catastrophic storms in the NSW Hunter Region are believed to have caused one of Jetstar's A320 aircraft to be taken out of action indefinitely.

Jetstar's registered jet VH-VQW was under maintenance in a hangar at Newcastle Airport when it is understood that bad weather triggered the activation of foam extinguishers.

Reports suggest the A320 sustained severe damage to its engines, computer and electrical systems when foam filled the aircraft cabin's via its open doors.

"Our engineers are currently assessing aircraft that were in the hangar at the time of the event," a Jetstar spokesman told **TD**.

"We expect there will be some works required before returning the aircraft to service, however these won't be significant."

3 new Vistara routes

INDIAN airline Vistara (UK) has opened up reservations on three new routes, including daily Delhi-Lucknow flights starting 18 May.

From 16 Jun, UK will also begin flights to Delhi & Mumbai ex BLR.

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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 email appointments@traveldaily.com.au.

Maria Pantazis has been named as Regional Travel Industry Sales Manager for Australia and New Zealand for **Hertz**. Pantazis is well known to the industry after a long career with Qantas.

Allianz Global Assistance has appointed **Lionel Charmetant** as its new Chief Operations Officer. He joins the Allianz team in Australia after two years at the company's Paris headquarters where he was Manager Global Initiatives, Group Operations.

Rohan Farrance has been promoted to Manager Western Australia for **Etihad Airways**. He moves to Perth after two years as EY's Sydney-based National Account Manager.

Platinum Travel Corporation has appointed **Shaun McKee** as its new Brisbane Business Development Manager. McKee joins the TMC after 23 years with Qantas, most recently managing major corporate clients including the Queensland government.

The **Golden Chain** accommodation group has named **Mark Loneragan** as its new General Manager. Loneragan is a former National Manager of the Accommodation Association of Australia.

Airberlin has made a number of senior appointments including **Julio Rodriguez** as Chief Commercial Officer; **Oliver Lackmann** as Chief Flight Operations Officer; **Marco Ciomperlik** as Chief Production Officer and **Ole Orver** as Senior Vice President of Network Strategy Planning. The changes, initiated by new CEO Stefan Pichler, bring all of AB's flight operation functions together in a single team for the first time.

Candy Andrus has been appointed as General Manager, North America for Los Angeles-based travel group **We Are You** which specialises in Australia and South Pacific travel. Andrus was formerly general manager of Fiji Airways in North America.

Jupiters Hotel & Casino on the Gold Coast has appointed **Richard Gush** as its new General Manager Food & Beverage, while **Ian Brown** is the property's new General Manager Gaming.

Novotel Vines Resort & Country Club in Perth has today announced the appointment of a Wedding & Event Coordinator. South African native **Jenny Petzer** has over 25 years industry experience and joined The Vines banqueting department in Feb 2014.

Tourism Portfolio has welcomed a number of new staff, including **Zoe de Reus** as Business Development Executive, **Sarah Dowd** as Sales Executive and **Lauren Coombes** as Sales Co-ordinator.

Tune Hotels Group has announced an organisational restructure based two core functions in order to accelerate growth. **Mark Lankester** has been named CEO of Brand, Assets and Capital Markets and **Frank Trampert** as CEO of Development and Hotel Management. Lankester was previously Tune Hotels Group Chief Executive Officer, while Trampert was formerly Tune Hotels Chief Operating Officer.



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New Zealand guides

A SERIES of mobile travel apps featuring local travel tips on various parts of NZ have been launched by My Destination New Zealand, all in the iTunes store.

Screen siren recreates BA pose



BRITISH Airways chalked up 80 years of flying to Australia late last week, celebrating the mark by recreating one of its iconic promotional posters for the route.

Hollywood starlet Naomi Watts, born in the UK but who began her rise to fame in Australia, donned a classic swimsuit for the shoot.

Back in Apr 1935 when the first BA journey (under the name of



Image: Michael Buckner / Getty Images

predecessor Imperial Airways) bound for Australia took off, the trip lasted 12 days and included several flights and overnight rail.

BA now operates daily services between London and Sydney.

The two posters are pictured.

Gunlom opening up

KAKADU National Park has advised it has completed most of the upgrade works at the Gunlom camping site in time for the May long weekend in the NT.

Works included the sealing of the road to allow 2WD access and upgraded picnic, BBQ & bathroom areas for the public.

The zone will open tomorrow and close for completion at 8am on 05 May, reopening on 10 May.

Malé demonstrations

THE Department of Foreign Affairs & Trade is urging Australian travellers in the Maldives to stay clear of major protests which are expected in the capital tomorrow.

The civil unrest stems from the arrest of former president Nasheed earlier this year.

"Avoid all demonstrations, large gatherings & protests as they may turn violent," Smartraveller says.

The travel advisory level remains as 'Exercise a high degree of caution'.

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ABOVE: Twelve ATAC agents experienced two back-to-back Croisi river cruises this month, exploring France on a four-night Bordeaux return voyage and four-night Paris to Honfleur return sailing, escorted by Julie O'Grady and Janene Rubens.

BACK row from left are Julia Blanche, Travel Bug; Karen Elliott, Swagman Tours; Tanya Littlejohn, Ticket to Travels and Joe Germano, Transair Intl Travel.

Centre: Jenny Williams, Delphinus Cruises; Nicki Collings, Hamilton Place Travel; Gillian Mills, Maleny Cruise & Travel; Fausta Pellegrino, Pellegrino Travel; Maree Downes, Seven Oceans; Jodi Voogd, The Travel Haven; Siobhan Whyte, Travel Plus Australia; Janene Rubens, The Travel Store and Julie O'Grady from Cruise Abroad.

Ascend into Adelaide

CHOICE Hotels Australasia will expand its Ascend Hotel Collection brand to South Australia, today revealing it will welcome the Lester Hotel to its brand in 2016.

Currently being built by the Lancemore Group on the corner of North and West Terrace on Adelaide's fringe, the 14-storey Lester Hotel will offer 240 rooms, upscale amenities, restaurant bar and conference facilities.

CHA ceo Trent Fraser said the group expects demand for the premium branded property will be high, driven by "a need for more corporate and quality accommodation in the area".

Scoot 787s only to Oz

EFFECTIVE tomorrow, budget carrier Scoot will operate all flights to its Australian hubs using Boeing 787 *Dreamliner* aircraft.

Scoot began 787 operations from Singapore to Perth and Sydney earlier this year and will add the aircraft type on its Gold Coast service on 01 May after taking delivery of 'Inspiring Spirit' - its third *Dreamliner* - this week.

Flights to Melbourne, slated to commence in Nov, will also use the carbon-composite aircraft.

Scoot also utilises the 787-8 on flights from Singapore to Hong Kong and Bangkok.

Unique Qld rail trip

TICKETS have gone on sale for a special steam train journey in Qld to commemorate 150 years of rail service in the state.

'Bety', a preserved steam locomotive, and seven heritage wooden carriages will chug along the line between Brisbane and Charleville over three days, with stops at Toowoomba and Roma.

The northbound journey will depart on 28 May, arriving into Charleville on 31 May, while a return service begins on 02 Jun.

"The trip will allow people of all ages to experience what travel was like in a past era when steam travel was the backbone of the state," executive general manager travel & tourism at Queensland Rail Martin Ryan said.

For ticketing information, see queenslandrailtravel.com.au.

Vic Tourism event

REGISTRATIONS are open for the 2015 Victorian Tourism Conference, being held 20-21 Jul at the Melbourne Exhibition and Convention Centre.

Hosted by the Victoria Tourism Industry Council, a two-day pass is priced at \$595 + GST for non-VTIC/VECCI members.

For more information, see victourismconference.com.au.

St Regis Russia debut

STARWOOD Hotels & Resorts Worldwide's St Regis brand has entered the Russian market following the official opening of the St Regis Moscow Nikolskaya.

Originally built in the 1870s as the residence of Count Orlov-Davydor, the property is located new Lubyanka & Red Squares and offers 210 rooms and suites.

ANA 787-9 to Munich

ALL Nippon Airways (ANA) is set to introduce 787-9 *Dreamliner* flights between Tokyo Haneda and Munich from 05 May, becoming the first Japanese carrier to launch the jet type on international routes.

The aircraft is configured with 215 seats over a three class cabin - 46 more seats than its 787-8.

Kempsey Apt upgr

MINISTER for Infrastructure & Regional Development Warren Truss yesterday said the recently completed \$2.5 million upgrade of Kempsey Airport is expected to stimulate future growth and development for the NSW town.

Officially opened this week, the upgrade work included the construction of new roads, aprons and taxiways.



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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

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BUSINESS DEVELOPMENT MANAGER – SA/NT

ADELAIDE – SALARY PKG \$55K + COMM PKG + MILEAGE

Are you a proven sales professional in Adelaide looking for a new product to promote? Responsible for the SA/NT market, your primary role is developing strategies to increase sales, growing sales revenue, building strong ongoing relationships with key industry agents, together with attending trade shows/expos. Previous experience in the travel industry as a sales executive or solid sales consulting experience essential.

REVENUE PROTECTION / FRAUD ANALYST

FRAUD ANALYST

MELBOURNE – SALARY PKG \$60K

Our Client is Australia's largest and leading Online Travel Company. You will be responsible for reviewing, and analysing, suspicious bookings and be required to use your analytical mind to watch the company's revenue.

All to ensure that no fraudulent activity is taking place. Experience working in a Fraud Analytics' role, solid Microsoft office experience (preferably Excel) & experience investigating chargebacks essential.

UNIQUE PROMOTIONS ROLE

PROMOTIONS BUSINESS DEVELOPMENT EXECUTIVE

MELBOURNE – SALARY PKG \$60K + CAR + COMMS PKG

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.

COMBINED I.T. & PEOPLE SKILLS

TECHNICAL PRODUCT MANAGER

CENTRAL SYD LOCATION – UP TO \$85K PACKAGE

Would you like a unique role that combines all of your experience in operations & sales with your skills in I.T. & travel systems? If you have front end experience in GDS and you can identify functionality problems and solutions for your clients, linking your sales, account management and operations teams and putting you in a unique position to add value to your customers and improve business processes. Apply today!

ANALYSE THIS GREAT CAREER OPPORTUNITY

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!

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!

DREAM BIG!

LEISURE SALES MANAGER

BRISBANE – SALARY PKG \$75K + SUPER + BONUS

This luxury brand is looking for an experienced strategic sales manager to join their sales team. You will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. You will be on the road frequently & will be required to travel interstate. Great salary package on offer. Strong customer service, presentation, communication and negotiation skills required to be successful.

SALES GURU REQUIRED!

CORPORATE BUSINESS DEVELOPMENT MANAGER

BRISBANE – SALARY OTE\$80K

This leading travel management company is looking for an experienced & driven BDM to join their team. You will be responsible for acquiring new corporate business, developing relationships & implementing sales strategies to optimise client spend. Attractive salary with uncapped earning potential. Experience as a travel BDM with a proven sales track record along with strong customer service, presentation, communication and negotiation skills essential.

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EMAIL YOUR CV TO: executive@aaappointments.com.au

NSW & ACT: 02 9231 2825 VIC, WA & SA: 03 9670 2577 QLD: 07 3229 9600

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www.aaappointments.com.au



Working in partnership with the Australian Travel Industry

Cruise 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.

Travel Groups & Events Coordinator

Sydney, \$D.O.E + benefits, Ref: 1585S22

Are you a Travel Consultant wanting a foot in the door in groups and coordinating events? This is the perfect opportunity for an experienced Wholesale, Corporate or Retail Consultant to develop your skills further. Our client is looking for a dynamic and passionate individual with fantastic attention to detail. You'll be managing air bookings, hotel group allocations and booking any third party arrangements required. Perk of the job? Attending events and meeting high profile clients!

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

Group Travel Consultant

Melbourne, \$50-60k, Ref: 0659KF1

Group Travel Consultant, working for a boutique travel company based in Melbourne's Eastern Suburbs. This is an exceptional opportunity for proactive individuals to join the forward thinking Special Interest Groups Department of a progressive travel company at an exciting time of development. Working as a Travel Consultant you will action all new enquires via email/phone, processing all airline quotes using Amadeus whilst providing a professional service that drives revenue for the business.

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

Corporate Travel BDM

Perth, \$70-\$80KOTE, Ref: 1619LB2

Amazing opportunity! Ready to leave consulting behind and get involved in business development? We are looking for a BDM to work in the corporate sector for this award winning TMC. If you are currently working in corporate travel and looking to step up into a new & financially rewarding role, this is your chance in central Perth! You will be sourcing new leads, building rapport with our clients and developing relationships with key accounts. Excellent salary and incentives on offer.

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.

Experienced Travel Consultant

Sydney, \$40-\$55k, Ref: 1682MB1

Do you have passion for travel sales and the desire for change within the travel industry? This role isn't just another travel consultant opening; this is the chance to work for a company that is nationally recognised and will help you build your career further. We are looking for a full time or part time consultant, work life balance and a dynamic environment! You will be rewarded with a very competitive salary and your experience will be your forte for success in this position.

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

Communications Manager

Melbourne, Excellent hourly salary, Ref: 1696DV4

Are you looking for the opportunity to join one of Victoria's specialised companies helping to promote Melbourne as a leading business events destination for incentive travel, corporate meetings and conferences? Are you used to dealing with the media, PR and have a strong expertise in writing corporate communications? If so then this role could be ideal for you, my client has a temp opportunity to join their marketing and communications team as a Communications Manager based in Melbourne!

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

Business Development Executive SA & NT

Adelaide, \$50K, Ref:1634LB5

This first class tour operator 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 & training experience within the travel industry? Are you often described as a very proactive person? 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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TRADE ACCOUNT MANAGER
Merlin Entertainments Group (Melbourne)
12 month maternity leave position

Would you like to work for one of the leading global companies in visitor entertainment, second only to Disney, and listed as a FTSE 100 company in the UK? Would you like to work in an office amongst Sharks and Penguins? Do you have a passion for Sales, building partnerships and driving visitors to some of the world's best attractions? And if you love having fun... then we have the perfect role for you!

About the Role

Reporting to the National Head of Trade Sales, you will deliver the business targets for Trade Sales through Domestic and Inbound 3rd party sales channels and Group/ Corporate Affinity markets in line with the overall Trade Sales strategy. As our only Melbourne based Trade Account Manager (situated at the amazing Sea Life Melbourne Aquarium), you will drive 3rd party ticket sales through our network of ticket resellers including hotels, sightseeing operators, inbound agents, online partners and corporates.

Key deliverables will also include identifying, establishing and acting as the day-to-day point of contact with local Trade partners to grow business through pro-active Sales & Marketing activity with our network of Sightseeing, Concierge, Corporates, Hotel, Inbound and Offline Ticket agents. You will also be required to attend exhibitions and local Trade shows to establish new partners and sales channels.

About you

To shine in this role you will need:

- Demonstrated sales experience in the tourism/leisure industry
- Previous exposure to Trade Sales and an established network of Trade contacts
- Strong relationship building and negotiation skills
- Organisational flair and a pro-active, self-motivated and fun work approach
- Passion for achieving targets in a results driven industry
- Flexibility to travel to the Great Ocean Road region on occasion

To apply, please visit our employment website at www.merlincareers.com.au or for more information, contact shannon.bailey@merlinentertainments.com.au

