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Monday 3rd August 2015

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VA boosts Travelport pact

VIRGIN Australia has signed a new long-term agreement with Travelport which includes the technology firm's Rich Content and Branding solution.

The enhanced features will allow VA to highlight a range of ancillary products and add-ons, as well as enabling the use of "more sophisticated retailing techniques in order to drive sales of core fares," the companies said.

VA chief commercial officer Judith Crompton said the new solution "will enable us to share details of exciting products and services such as our new Business class suite with travel agents

around Australia and worldwide".

As well as the new Business class product on transcontinental A330 flights, VA is also set to unveil a revamped Premium Economy cabin on its long-haul Boeing 777 aircraft and this will also be showcased via Travelport.

Travelport vice president Asia-Pacific Damian Hickey today told **Travel Daily** the extension of the VA agreement is also significant because it demonstrates that Virgin is clearly seeing the value GDS distribution, which it only embraced four years ago as it evolved from Virgin Blue.

Virgin Australia is also the first major Pacific carrier to sign up for the Rich Content & Branding system, with Hickey saying he now expects other carriers in the region to adopt the solution.

Qantas SFO incentive

QANTAS has today announced a new "golden opportunities" incentive, offering a major prize of two Business class tickets to San Francisco in conjunction with the launch of the new SYD-SFO service later this year.

To enter, simply book and ticket on QF-081 any Qantas flight from Australia to North America between 03 Aug and 31 Aug - for more details, see the **cover page**.

Today's issue of TD

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

- AA Appointments jobs
- One&Only Hayman Island
- Corporate Traveller job ads

Two XiamenAir routes

SKYTEAM carrier XiamenAir will launch not one but two routes to Sydney before the end of the year.

According to travel agent GDSs, XiamenAir will introduce thrice weekly services to Sydney from Fuzhou (FOC), effective 29 Nov.

Just days later, MF will add two weekly frequencies from its hub in Xiamen (XMN) to Sydney (**TD** 26 Feb 14), commencing 05 Dec.

Flights will depart Fuzhou on Tue, Thu & Fri, while departures from XMN operate on Wed & Fri.

Return services from Sydney will operate the following day.

Both routes will be operated using Boeing 787-8 *Dreamliner* aircraft, as proposed earlier this year (**TD** 27 Jan).

Win a Vietnam cruise!

THIS month **Travel Daily** has teamed with Bhaya Cruises Group and Vietnam Airlines to give away a fantastic cruise on Halong Bay.

The prize also includes three nights in Hanoi & return transfers.

Each day during Aug, **TD** will ask a new question that readers need to correctly answer to be in the running to win - see **page nine**.

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Regional fleets grow

QANTASLINK has commenced a rebrand process for its fleet of fly-in-fly-out aircraft operated by subsidiary Network Aviation.

The first repainted aircraft now featuring the iconic QantasLink 'Flying Kangaroo' livery (pictured) arrived in Perth late last week, with all remaining Fokker F100s to be repainted in coming months.

Qantas amalgamated Network Aviation into its group in 2011.



In addition to fly-in-fly-out charters, Network Aviation will begin flying scheduled services in WA for QantasLink (TD 26 Nov).

MEANWHILE, Virgin Australia has confirmed the purchase of two Fokker F100 aircraft from Alliance Aviation Services at a price of \$15.1 million each.

The acquisitions take the VA Regional fleet up to 14 aircraft.

HX confirms Australia flts

GOLD Coast and Cairns have emerged as the Australian launch destinations for Hong Kong Airlines, delivering on a four year old commitment to begin flights down under (TD 20 Jan 11).

Though its Australian hubs differ from the initially slated Hong Kong - Sydney city pairing, HX's thrice weekly triangular service will add new competition to the Sunshine State for Cathay Pacific Airways.

Operated using dual-class Airbus A330s and subject to regulatory approvals, the Hong Kong-Gold Coast-Cairns route is earmarked to commence 08 Jan and operate on a trial basis for three months.

Hong Kong Airlines is the sister carrier of China's Hainan Airlines which began flying to Australia in early 2011.

Announcing the route on Fri on the Gold Coast, HX's commercial director Li Dianchun said "the route is designed to cater for the growing demand for tourism in

Gold Coast and Cairns".

"Leveraging our connectivity in Asia via the international hub Hong Kong, we believe the new service will be well received by passengers, especially those from Beijing, Shanghai, Tianjin, Chengdu, Nanjing, Hangzhou, Okinawa, Bangkok & Taipei, bringing them more travel options," Dianchun remarked.

The new HKG route brings fresh competition to Queensland for Qantas and Cathay Pacific who both operate to nearby Brisbane, while CX also flies direct to CNS.

Flights are tipped to bring 5,000 extra travellers to the Gold Coast region & \$10m to the economy.

HX's A330s feature a two-class configuration with 32 Business class seats and 292 in Economy.

Patronage from Australia to the Chinese territory has grown steadily in the last six years, with total visitor numbers from Hong Kong to Qld up 15% last year.

Amex htl chargeback

BUSINESSES can now settle domestic hotel bills incurred by a non-card carrying representative directly to a central account via a new Hotel Chargeback Solution unveiled today by American Express Global Business Travel.

Powered by The Lido Group, the alternative payment solution allows firms to match room rates and incidentals to a particular traveller to assist with reconciling.

The tie-up also offers access to regional hotels across Australia.

Dixon/Godfrey align

FORMER Qantas and Virgin Blue (now Virgin Australia) ceos Geoff Dixon & Brett Godfrey have launched The Australian Walking Company (AWC), having acquired the Twelve Apostles Lodge Walk.

AWC builds on the success of Godfrey's co-owned Tasmanian Walking Company offering a range of eco-tourism experiences for the burgeoning walking and hiking travel segment.

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Rex tips earnings shortfall

REGIONAL Express is facing a fall in profit this year following deteriorating passenger numbers.

Rex announced the revision of its Group profit outlook late on Fri on the stock exchange.

"Net outcome of tailwinds and headwinds is expected to be moderately negative for the Rex Group profit for the full financial year," the company said.

The airline had earlier predicted a "moderately positive" net outcome for the FY.

Rex said pax numbers for the full year declined at "a much lower pace than the two prior years, which was contrary

to original expectations of a bottoming out of the decline in passenger numbers".

In 2013-14, Rex suffered a 45% drop in profit on the previous 12 month period.

The Rex Group will announce its full year audited results for the 2014/15 financial year on 28 Aug.

BA tough on carry on

BRITISH Airways is starting to label passengers' smaller carry-on luggage with yellow tags in a bid to reduce the total number of bags going into the aircraft cabin.

Passengers will be permitted two pieces of hand baggage, one being a cabin bag with dimensions no larger than 56x45x25cm and up to 23kgs in weight, the other either being for a handbag/laptop sized bag of 40x30x15cm.

"Customers who travel with hand baggage which is outside of their allowance will be asked to check this into the hold," BA said.

Expedia profits rise

EXPEDIA has recorded a 11% increase in revenue for the second quarter of 2015.

The online travel company saw a 19% increase in gross bookings, driven by growth in the core OTA business, including strong performance at Brand Expedia and Hotels.com.

Room night growth rose by 25%, with domestic and international room nights growing 24% and 50% year-on-year respectively.

In May, Expedia sold its 62.4% equity stake in eLong for approximately \$671 million.

Yeppoon rebrand

THE Mercure Capricorn Resort Yeppoon has been rebranded to Capricorn Resort Yeppoon effective today.

The 281-room resort on the Queensland Coast will continue to be managed and operated by AccorHotels, with more details on its operations to be provided "in due course," AccorHotels said.



Window Seat

DROPPED your phone out of a plane? There's an app for that.

A Texan businessman didn't even need a new screen after his iPhone fell more than 9,000 feet out of a small aircraft he was travelling in last week.

Ben Wilson was flying with a pilot in a Beechcraft Bonanza when a pressure change caused the passenger door to open slightly.

He didn't realise his phone had fallen out until after he had landed in Wichita Falls, and then set about using the "Find my iPhone" app in the hope that it may have survived.

He managed to narrow the search to near Jacksboro, about 80km away, and eventually tracked the phone down to a rural field where it was lying unscathed beneath a tree.

Etihad 787 SIN start

ETIHAD Airways has added a daily Boeing 787-9 *Dreamliner* service on the UAE-Singapore route, with the first flight touching down at Singapore's Changi Airport over the weekend.

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Helloworld hails Frontliners



HELLOWORLD welcomed more than 500 delegates to its Frontliners Forum in Cairns on the weekend, with the event also seeing the launch of several new initiatives for consultants.

These include a new "scholarSHIP" created in partnership with CLIA - a six month modular program for agents who are new to cruise.

Helloworld.com.au coo Jeremy Reitman also unveiled

a new feature giving agents the ability to earn commission on a "majority of flight, hotel and car hire bookings" made via the helloworld smartphone app.

Pictured above at the event are, from left: Helloworld head of branded networks, Julie Primmer; QantasLink ceo John Gissing; outgoing Helloworld ceo Elizabeth Gaines; Neil Ager of Qantas and David Padman, head of Associate Networks.

LH GDS fee investigation

THE European Travel Agents & Tour Operators Assoc (ECTAA) has made an official complaint against Lufthansa Grp's new €16 GDS fee, arguing it puts agents at a disadvantage to the airlines.

Under Lufthansa Group's new distribution cost charge, all tickets booked via the GDS on Lufthansa, Brussels Airlines, Austrian Airlines and Swiss Airlines will have the fee applied, effective 01 Sep.

Backed by the UK's Association of British Travel Agents (ABTA) & the travel agent/tour operator groups of 26 other EU member states, ECTAA filed its complaint with the European Commission Directorate-General Mobility & Transport late last month.

ECTAA said on Fri the new charge puts travel agents at a "competitive disadvantage" compared to direct distribution channels operated by the airlines.

"After a careful analysis of the alternative distribution channels

proposed by Lufthansa, including the individual airlines' websites or the LH Group-Agent platform, ECTAA & its member associations reached the conclusion that these were not efficient and viable alternatives, as they would constitute a considerable step backwards to the currently highly automated booking and ticketing processes through GDSs."

ECTAA added it further intends to pursue legal investigations to determine if Lufthansa Group's GDS fee infringes European competition laws.

Mount Coot-Tha tour

BRISBANE City Explorer has launched a hop-on, hop-off tour that visits the city's Botanic Gardens and ascends to the Mt Coot-Tha Lookout.

The 60 minute tour departs hourly from the Post Office Square stop in the city.

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*Terms and conditions: Offer ends 11:59pm (AEST) 14 August 2015 unless sold out prior. Advertised low season travel period is 1 - 17 March 2016, and more travel periods are available at higher fares. All travel must be completed by 15 June 2016. Advertised airfares are for return travel from Perth on Sunday through to Thursday. More fares and destinations are available from Melbourne, Sydney, Adelaide and Brisbane. Weekend surcharges apply. Prices are correct at 8 July 2015 and small variations in prices may occur as a result of differences in airport taxes and charges. Offer subject to availability and flight restrictions apply. Cancellation and change fees apply. For full terms and conditions, please see your GDS, call Emirates on 1300 303 777 or visit emiratesagents.com/au. Other conditions apply and offer subject to change. [^]Bologna service scheduled to commence from 3 November 2015.

Monday 3rd Aug 2015

LOT expands in Asia

DIRECT services to Warsaw will be opened up to the Asian cities of Tokyo, Seoul and Bangkok as part of a long-haul expansion by LOT Polish Airlines (**TD** 25 Jun).

The carrier will open the first route between Poland and Japan from 13 Jan 2016 when it begins operating directly to Tokyo.

Services to the South Korean and Thai capitals will begin from the latter parts of 2016, with all routes to be operated by the carrier's 787-8 *Dreamliner* fleet.

Fairmont for sale?

OWNERS of the luxury Fairmont Hotels & Resorts collection are understood to be looking to sell off the luxury portfolio.

According to the UK's *Sunday Times*, FRHI Hotels & Resorts is mulling the sale of the Fairmont brand, which operates more than 70 properties worldwide.

InterContinental Hotels Group is rumoured to be interested in the group, it has emerged, after dismissing talks with Starwood last week (**TD** Fri).

Cathay Pacific, HKTB have nothing to wine about!



CATHAY Pacific and Hong Kong Tourism Board hosted over 60 retail travel agencies in the Yarra Valley last week for a joint update. Guests enjoyed lunch and wine tasting at a local winery followed by a presentation highlighting the new attractions and developments in Hong Kong. One lucky guest also won the major prize of return flights to Hong Kong with Cathay Pacific Airways.

Hayman Suite Escape

ONE&ONLY Hayman Island is celebrating its first anniversary under the management of Kerzner International Resorts, offering a Stay 5/Pay 4 deal from now until 28 Feb.

Included is \$100 credit for the One&Only Spa treatment, daily brekkie, complimentary 60min yoga session, use of One& Only Fitness Centres and more.

The package excludes blackout dates from 19 Dec to 20 Jan and is not valid on 2-Bedroom Pool Suites and Hayman Family Suites.

To avail the offer, bookings need to be processed before 15 Sep.

Visa info for the UK

SMARTTRAVELLER has updated its travel advisory for the United Kingdom, providing new info on visa requirements for Australians.

While Aussies travelling to the UK as a tourist for up to six months do not require a visa, "it is ultimately the prerogative of the UK authorities to determine who is granted entry".

DFAT also advises Australians planning to perform paid or unpaid work, to volunteer or get married in the United Kingdom are required to obtain a visa before they depart.

For more details, **CLICK HERE**.

TNZ 100% pure evolves

TOURISM New Zealand will increase its focus on promoting arrivals during shoulder seasons as part of an evolution of its '100% Pure New Zealand' mantra.

The organisation has kicked things off with a new North Island campaign through Flight Centre aimed at promoting the country between Oct-Nov and Mar-Apr.

A variety of regions are taking part in the campaign including Auckland, Taupo, Hamilton, Waikato, Coromandel and more.

North Island experiences such as Hobbiton and Waitomo Caves will star in marketing initiatives.



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To be successful in the role you must have a minimum of three (3) years commercial experience in a business support role. Have had exposure to promotional campaigns will be an advantage. Have strong analytical skills and high level of proficiency in Excel, PowerPoint and other business tools. Experience in the use of design applications as well as database or ECRM systems. Excellent written and verbal communication & presentation skills. Basic experience in airline reservations systems. A change embracer with an innovative approach to problem solving.

Applications close on Wednesday 05th August 2015



If you think you have what it takes and want to be part of our world send in your applications with curriculum vitae detailing qualifications, relevant experience with referee details. This should be forwarded no later than the dates mentioned. All applications should be clearly marked stating the role you are applying like for and forward to: Human Resources, Fiji Airways, Private Mail Bag, NADI AIRPORT.

Or alternatively email with the subject 'Position Apply For' to: vacancy@fiji Airways.com Fiji Airways thanks all applicants, however, only those qualified will be screened and only those selected for an interview will be contacted.

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FIJI AIRWAYS
WELCOME TO OUR HOME



AAT Kings has pledged support for its charity partner the Daniel Morcombe Foundation, with plans to host a 'Kids for Kids Day' family day outing at Featherdale Wildlife Park, Sydney next month.

Held to coincide with the start of school holidays and Child Protection Week, the 19 Sep event aims to attract 500 visitors for a fun day out.

Aside from entry to the Western Sydney tourist park, guests will enjoy a sausage sizzle and lots of kids activities including face painting, jumping castle, animal encounters and raffles.

AAT Kings head of marketing, pricing & strategy Wendy Harch said over \$5,000 in prizes have been donated by supporters,

including AccorHotels & Voyages Indigenous Tourism Australia.

Speaking at a test run for the day yesterday, Harch said concepts for the activities were driven by the children of AAT Kings staff, living up to the 'Kids for Kids' tag.

Passes for a family of four are \$99 (which also include transfers from Sydney CBD & showbags), with all funds going to the Daniel Morcombe Foundation.

For more info and to book, see aatkings.com/tours/kids-for-kids.

Pictured yesterday are some of the Featherdale Wildlife Park staff which include (from left) Lisa, Jocelyne with baby crocodile, Wendy Harsh from AAT Kings; Reece with a dingo pup, Katie Reekie, AAT Kings and Max.

RV relocation special

MOTORHOME rental operator El Monte RV is offering daily rates on brand new vehicles from US\$2 per night for travellers willing to relocate vehicles to new depots.

The company is taking delivery of new factory motorhomes in the periods of 14-18 Mar 2016 and 21-23 Mar 2016 and needing help to move them to Los Angeles, Las Vegas and San Francisco.

Rentals of up to 7 nights are on sale at the cut price and includes 2,500 miles, GPS, preparation fee, VIP insurance, no one-way fee, airport transfer and more.

Call Asia Pacific Travel Marketing Services on 1300 329 912 for info.

Korea insures arrivals

SOUTH Korea is aiming to woo back foreign visitors by offering free insurance for all arrivals entering before 21 Sep.

The scheme has been devised by the South Korean Government in partnership with the Korea Association of Travel Agents.

Korea is recovering from a recent outbreak of Middle-East Respiratory Syndrome (MERS) in Jun which crippled its tourism industry, with arrivals down 40%.

Travellers taking advantage of the scheme will be registered on passage of immigration checks.

AFL Rd 18 Winner



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from *Southern Cross Conference and Event Management*

Julie is the top point scorer for Round 18 of **Travel Daily's** AFL industry footy tipping competition. Julie has won a gift pack from Emirates.



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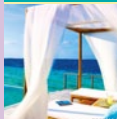


Brochures

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

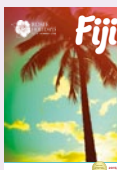


MALDIVES



Freestyle Holidays - Maldives 2015/16

With 30% more product, the 15/16 Maldives brochure is the definitive guide to the best resorts of this idyllic island destination. Whether it's a honeymoon, couples retreat, a family escape or a surfing trip, this brochure showcases each resort with stunning imagery and useful information.



Rosie Holidays - Fiji 2015/16

As the Fiji specialist, the Rosie Holidays 15/16 Fiji brochure features an extensive range of properties including great new resorts, a dedicated section covering wedding options at a range of resorts, useful kids policies, stunning images and plenty of full-page features.



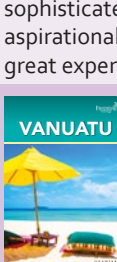
Freestyle Holidays - Bali 2015/16

Highlighting over 155 of the best hotels, boutiques and experience in Bali, the comprehensive 2015/16 brochure features a dedicated 14 page Villa section, a Bali weddings feature, and useful information including child policies. The brochure includes a 100% increase in full page features and some new and noteworthy properties including the yet to open Chedi Club Jimbaran.



Freestyle Holidays - The Collection

The Collection by Freestyle Holidays features a stunning compilation of unique, luxurious and iconic properties from around the globe. Offering an expanded range in Australia and Bali, a new Vanuatu section, and lots of new hotels and resorts across Asia, Europe and the USA the brochure showcases properties with a modern and sophisticated style combined with stunning imagery. The range is aspirational and attainable - perfect for discerning clients who seek great experiences and those looking to indulge for a special occasion.



Freestyle Holidays - Vanuatu 2015/16

The first edition of Freestyle Holidays' stand-alone Vanuatu brochure features a wide range of hotels and resorts in Efate and Port Villa, Espiritu Santo and Tanna, as well as luxury small-ship cruising and touring options across the popular South Pacific network of islands.

ICC returning to Vic

GLOBAL football powerhouses will return to Melbourne for the International Champions Cup pre-season tournament for the next three years, the Vic Govt advised.

Victorian Minister for Tourism & Major Events John Eren confirmed the extension last week, with the deal expected to bring in more than \$150 million to the Victorian economy.

This year's maiden event saw Manchester City FC, Real Madrid and AS Roma compete in a round-robin match series at the MCG, collectively drawing 221,262 fans.

More than half of all tickets sold to the matches were to fans from visiting states or countries.

Spotlight on Business

AMERICAN Express Global Business Travel has launched a new microsite showcasing 100 of the most momentous events in business travel of the last century, including the birth of Qantas.

The site's launch comes in line with the 100th anniversary of AMEX GBT, celebrated this year.

Three moments will be released per week, each detailed through a partnership between AMEX and research firm History Associates.

Starting from 1915, the list currently includes the opening of the Panama Canal and will soon feature the birth of Sabre Corp by American Airlines & IBM in 1960.

CLICK HERE to view the site.

Dusit to enter Bhutan

THAI hospitality firm Dusit International has announced it will launch its dusitD2 brand in Bhutan, opening an 83-room property in Thimphu in 2017.

Monday 3rd Aug 2015

Border tax to deter NZ visits

A **COALITION** of airlines, accommodation providers and the Tourism Export Council New Zealand claim the proposed border levy on foreign arrivals will cost the country NZ\$100m annually in revenues.

The NZ tourism industry has united against the tax, which was unveiled as part of the federal budget in May (**TD** 22 May).

Tourism Industry Association New Zealand ceo Chris Roberts has labelled the forthcoming tax as a "bad policy which will harm New Zealand's economy".

"The introduction of this tax shows a focus on balancing the Crown books rather than supporting one of the country's biggest export earners to grow further," Roberts said on behalf of the Coalition Against Travel Tax.

"The tax was put together in haste immediately before the May Budget with very limited analysis and no consultation."

Roberts has called on Prime Minister John Key - who is also the Tourism Minister - to engage closer with the sector to better

understand its potential effects.

A government analysis of the tax by the Sapere Research Group has shown it would reduce visitors by 1.4% - or 44,000 per year and spend levels by 0.9%.

Lake Louise revamp

PARKS Canada has announced a major investment for the iconic Lake Louise township to assist with traffic flow and the arrival experience of visitors.

Projects include a new transit system, RV camping improvements and more.

QR, RJ codesharing

QATAR Airways has commenced a codeshare partnership with Royal Jordanian Airlines on flights between Doha and Amman.

Members of Privilege Club and Royal Plus will be able to accrue points on each other's flights.

QR said it plans to expand codesharing options with RJ to destinations in the USA and Asia.



Business Development Executive QLD (Full-time, contract position)

Let your passion fly!

Cathay Pacific Airways is seeking an experienced Business Development Executive in our Brisbane Sales Office to identify and develop revenue from accounts of high value in line with State objectives. This is a full-time, contract position until 01 August 2016.

The candidate must possess and demonstrate the following criteria:

- Extensive experience in the travel or travel related industry (airlines preferred)
- At least 3 years in a similar business development role
- Proven ability to achieve sales revenue targets
- Proven ability to identify key incremental revenue opportunities
- Analytical & problem-solving skills
- Excellent negotiation, presentation and communication skills
- Proficiency in PC skills including Microsoft, PowerPoint, Excel
- Ability to manage own time, with minimal supervision

If you have the above skills and want to join the Cathay Pacific team, please send your CV and covering letter detailing salary expectations to:

Howard Field, Business Development Manager QLD

Howard_Field@cathaypacific.com; and

Angela Borst, Advisor People Department

Angela_Borst@cathaypacific.com

Applications close Wednesday 12 August 2015.

Applicants must have the right to live and work in Australia. Only applicants who are successful in gaining an interview will be notified.

Monday 3rd Aug 2015

Sinclair opens Mercure NTL



FORMER NSW Governor Rear Admiral Peter Ross Sinclair joined AccorHotels executives and a host of local dignitaries to officially open the new Mercure Newcastle Airport late last week.

Among the attendees was Newcastle Airport ceo Peter Cock

Spain EK anniversary

EMIRATES has marked five years of operations to Madrid by boosting capacity on its daily operation to an A380 aircraft, the carrier's 35th superjumbo route.

Stay at Scotland Yard

A **FIVE-STAR** hotel will be built within the original home of the London Police Service - the original Scotland Yard building.

The seven-floor edifice has been acquired for £110 million by Twenty14 Holdings, the hospitality arm of Abu Dhabi-based Lulu Grp.

Among the hotel's major selling points will be immersing guests in the building's history including its role as the site of the Jack the Ripper murder investigations.

According to the *BBC*, the hotel will be opened in early 2017.

Sisters track reopens

DESTINATION NSW has advised the Three Sisters walking track in the Blue Mountains has reopened after a \$1.5 million upgrade.

Works carried out on the tourist track over the 12-month project included path resurfacing, improved signage and upgrades to a number of scenic lookouts.

Scout takes MU route

SINGAPORE Airlines has opted to turn services from Singapore to Hangzhou from full-service into a low-cost route, transferring the route from SilkAir to Scout.

The no-frills offshoot will take over the four-times weekly route effective 25 Oct, marking the addition of its fifth city in China & fourth new route in eight months.

Win with HOYTS

Looking for a new way to engage clients and guests at your next conference, product launch or training seminar? Think HOYTS Corporate Solutions! With tiered style seating, high-definition projectors and the latest in surround sound, you can deliver everything at HOYTS – and in a more stimulating environment than traditional venues. Call 1300 345 664 to make your next function a HOYTS experience!



Thanks to HOYTS Corporate Solutions you can win two tickets to see any film at your nearest HOYTS cinema. Valid until November 2015 you have plenty of time to see a film of your choice.

To win, be the first person to answer the question correctly. Send your answers to hoys@traveldaily.com.au

What is the name of HOYTS' ultimate cinema experience?

Sabre deal done

ABACUS International will be rebranded as Sabre following its acquisition by Sabre Corporation earlier this year (*TD* 15 May).

The deal was closed last week with the takeover of marketing arm Abacus Travel Systems.



Corporate Account Manager VIC Full-time, permanent position

Cathay Pacific Airways is looking for a highly motivated and experienced Corporate Account Manager to join our Melbourne Sales Office.

Reporting to the Business Development Manager VIC, the successful applicant will be managing corporate sales in Melbourne and be responsible for identifying and converting new corporate opportunities and maintaining and growing the potential from an existing corporate client base.

The successful candidate will need to demonstrate the following:

- Experience in working with Corporate Travel Management Companies
- Experience in dealing with Travel Procurement Managers from medium and large Corporate businesses
- Highly motivated to actively source, identify and convert new corporate clients
- Proven ability to manage existing accounts to maximise revenue opportunities.
- Demonstrates a solid sales background with proven results
- Good analytical skills
- Excellent negotiation, presentation and communication skills
- Proven ability to manage own time, with minimal supervision
- Excellent problem solving skills including evaluation, information gathering, interpretation

If you have the above skills and want to join the Cathay Pacific team, please send your CV and covering letter detailing salary expectations to:

Jason Aghan, Business Development Manager VIC:

Jason_Aghan@cathaypacific.com and

Angela Borst, Advisor People Department:

Angela_Borst@cathaypacific.com

Applications close Wednesday 12 August 2015.

Applicants must have the right to live and work in Australia. Only applicants who are successful in gaining an interview will be notified.

Account Manager - Melbourne



- **Key Relationship / Sales Builder**
- **Travel IT Industry**
- **Corporate Travel Agency Experience**

At Sabre Pacific, we connect people with the world's greatest travel possibilities. We are progressive technological thinkers and innovators of IT solutions for the travel industry.

As an Account Manager, you will be responsible for managing the business development, retention and productivity growth of select retail travel agency partners.

As someone with a history of sales success and preferably an understanding of travel agency technical platforms, you will have the ability to sell relevant travel solutions from the wide range of Sabre products, be able to achieve stretched sales targets and be able to successfully develop opportunities for increasing revenue through other services, products or initiatives.

This is a challenging and rewarding position that offers skilled communicators who are self starters and team players the chance to shine. You will have strong organisational, networking and negotiation skills plus a demonstrated ability to build relationships. A travel industry background is essential and a working knowledge of Sabre GDS functions and products is preferred.

If you meet the above criteria and would like the chance to show your strategic thinking and sales skills within a leading company, please apply by forwarding your cover letter and resume to sandrab@sabrepacific.com.au by 5pm Wednesday 5th August 2015.

Win a fabulous Vietnamese holiday

This month, **Travel Daily** together with Bhaya Cruises Group, Vietnam Airlines, Hai Au Aviation and Sofitel Plaza Hanoi are giving readers the chance to win an amazing Vietnamese holiday. The prize for two includes:

- Economy class flights to Hanoi
- Return airport transfers
- 3 nights' accommodation at Sofitel Plaza Hanoi
- Return Hai Au seaplane transfers to Halong Bay
- 2 night Halong Bay cruise aboard Auco in a Long Quan Suite

Vietnam Airlines, the national carrier of Vietnam flies a modern fleet of planes and offers seamless connections to an extensive global network.

To win, answer each daily question correctly and have the best answer to the final question. Send your answers to vietnam@traveldaily.com.au

Terms and conditions



1. Which two new aircraft types has Vietnam Airlines recently received?

Need a hint? [CLICK HERE.](#)

Vietnam Airlines
SOFITEL PLAZA HANOI

HAI AU AVIATION

Bhaya
exclusive legend

auco
GULF OF TONKIN

Bhaya
Classic Cruises

AC receives first 787-9

BOEING has delivered the first of 29 stretched 787-9 Dreamliner aircraft to Air Canada.

AIR Canada will initially deploy the 787-9 on cross-country flights to Vancouver before trialling its longer-haul capabilities to Munich and Milan between Aug and Oct.

Delhi will be the first regular designated route starting 01 Nov, followed by Dubai 03 Nov.

Syphax grounded

TUNISIA carrier Syphax Airlines has grounded all aircraft effective immediately, citing "financial problems" as reasons for the halt.

The North African country has been the setting for two major terrorist attacks in recent months.

A decision by the International Air Transport Association to cease all activity with the carrier has also been deemed a contributor.

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

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Coast foodie appeal

A **NEW** mobile website helping users design a personalised trail of food-related attractions has been launched by Sunshine Coast Destination Ltd, free to download.

Travel Daily
First with the news
Monday 3rd Aug 2015

Second 'Know India Better' sesh



A **HORDE** of frontline travel agents keen to learn more about India as a destination were invited to the second evening 'Know India Better' educational seminar.

Hosted by the Australia India Travel & Tourism Council, attendees heard from presenters

such as Air India, India Tourism, Wendy Wu Tours and AccorHotels on their respective areas of expertise including air carriage, destination highlights, group touring and hotels.

India Tourism director Vibhava Tripathi praised the Australian market for its growing awareness of India as a holiday destination, with arrivals up 10% to reach 240,000 tourists for last year.

A number of announcements were made on the night, led by Air India which unveiled Barcelona and Copenhagen would join the carrier's network from next year.

AccorHotels introduced the new addition to the Pullman brand in Delhi - the first opening for the luxury brand in the country.

Agents also learned about a new budget 'Simply India Tour' from Wendy Wu Tours, priced at \$2,590ppts including flights and Indian visa - hosts and speakers from the night are **pictured** above.

Wanda outlines vision

CHINESE real estate and tourism mogul Wang Jianlin has set his sights on overtaking Disney as the world's largest tourism company via significant global expansion & a potential foray into aviation.

Speaking at a tourism investor conference in Chengdu, Jianlin said his target was to achieve US\$200 billion in assets, \$100 billion in revenue and \$10 billion in net profit by the year 2020.

"We do not rule out the possibility of Wanda making a foray into the aviation industry in the future," Jianlin told delegates.

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GO HUNTING AT THE TOP END OF TOWN

BUSINESS DEVELOPMENT MANAGER - TMC
MELBOURNE – SALARY PACKAGE CIRCA \$110K+

If you love the thrill of hooking those large market global accounts, this is your chance to join the best in the business. Presenting to Board directors, CEO's and Senior Procurement managers you will enjoy representing an award winning TMC that is at the forefront with their technology and support. Essentially you will have a minimum 3 years' experience working with a TMC, exceptional sales skills and the drive to get your client across the line!

BEST OF BOTH WORLDS!

ACCOUNT MANAGER/BUSINESS DEVELOPMENT
BRISBANE – OTE \$75K +

An exciting new opportunity exists to join this leading supplier of corporate travel solutions. Working as part of a national team you will be responsible for developing strategic relationships with clients identifying additional opportunities within an existing client base and converting into wins for the business. Enjoy a top salary + commissions. If you have 2 yrs experience in corporate travel sales, great networking, presentation & relationship building apply now!

TRAINING NOW FOR THE GREATEST CAREER

TRAINER – 12 MONTH CONTRACT
SYDNEY – FROM \$70K BASE

This leading travel technology company is looking for an enthusiastic, energetic and motivated individual to join their team. You will be able to deliver training and engage with your audience across the board. Experience within the industry as an agent and trainer is required for this role. Customer service will be high on your agenda and the ability to identify solutions to provide an exceptional service. Apply for this opportunity now, not to be missed!

LEAD THE TEAM WITH THIS WINNING ROLE

NATIONAL SALES – LEADING TMC
SYDNEY – EXECUTIVE SALARY PACKAGE

Do you have an ability to lead a sales team, provide strategic direction, drive revenue growth and manage key high level relationships, then this leading travel management company has an exciting opportunity for you. The role will require someone commercially savvy, highly motivated and have a proven track record of winning business and leading from the front. You will provide leadership to the business and manage the business pipeline against budgets.

LOVE RETAINING ACCOUNTS

CORPORATE ACCOUNT MANAGER - TMC
MELB/BNE/ADELAIDE/PERTH - SALARY PKGE CIRCA \$80K+

This role provides you the unique opportunity to build ongoing relationships with your corporate clients; as well as the chance to analyse spend and offer them new solutions to drive further organic growth and improve service delivery. Benefits include working for a national TMC that will support your career aspirations, as well as an excellent remuneration package and benefits. If you have a strong background in TMC, this role is ideal for your skill set.

NUTURE AND GROW!

CLIENT DEVELOPMENT MANAGER
BRISBANE – OTE \$90K +

Do you have experience in developing corporate accounts? A new role exists to join this unique corporate travel provider as client development manager. In this role you will be responsible for growth and retention of clients through driving market share, profitability and introducing new products. Experience in a sales position required along with strong client relationship & influencing skills, exceptional presentation & communication skills! Apply now!

RELATIONSHIPS ARE KEY – NATIONAL ROLE

NATIONAL ACCOUNT MANAGER - HOTELS
SYDNEY – FROM \$75K +

Working for a growing hotel brand in the market, you will be a driven & motivated individual who can establish exceptional relationships with your clients. You will be an experienced Account Manager capable of handling a portfolio of corporate clients for this great brand. Develop strategic business plans, deliver agreed objectives & targets and be accountable for the ultimate retention & growth of the business. Open the door to this great new role!

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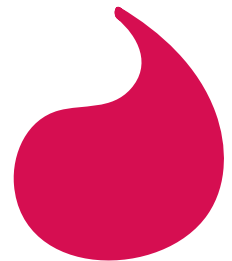
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Terms and conditions: Offer is subject to availability and applicable for new bookings only. Valid for bookings made before 15 September 2015 for travel 1 August 2015 to 28 February 2016. Black-out dates apply. Minimum 5-night stay applies and offer is applicable to suites, villas and penthouses only (excludes Hayman Suites, Hayman Family Suites and Two-Bedroom Pool Suites). From rate listed is per night twin-share in a One-Bedroom Pool Suites including daily breakfast in Pacific, \$100 One&Only Spa treatment credit per booking and a 60-minute Yoga session. One&Only Hayman Island reserves the right to withdraw the offer at any time. Rates are subject to change without notice. Further terms and conditions apply. Image featured above is a One-Bedroom Direct Pool Access Suite. Hayman® is a registered trade mark of Mulpha Hotel Pty Ltd (ACN 070 662 627) and used under licence.



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<http://applynow.net.au/jobs/F189869>

Travel Managers

- Gold Coast: <http://applynow.net.au/jobs/F189799>

- Brisbane: <http://applynow.net.au/jobs/F166660>

- Melbourne & Surrounds: <http://applynow.net.au/jobs/F164013>

- North Sydney & Norwest: <http://applynow.net.au/jobs/F164499>

Business Development Managers

- Melbourne: <http://applynow.net.au/jobs/F167739>

- North Sydney: <http://applynow.net.au/jobs/F189051>

Business Solutions Managers

- Melbourne: <http://applynow.net.au/jobs/F189778>

Account Managers

- Brisbane:

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