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# Travel Daily

First with the news

Wednesday 19th August 2015

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## SeaLink very strong

**SEALINK** Travel Group today reported a \$9.3 million net profit after tax for the year to 30 Jun, up almost 30% on the prior year.

The company said it had seen record sales across all of its business units including SeaLink South Australia, Queensland NT as well as Captain Cook Cruises.

Total operating revenue was \$111.3 million, up 7.2%, with particularly strong performance from the SA operation which saw higher sales of coach tours, accommodation and ferry pax.

Captain Cook Cruises also lifted its profit contribution, with strong revenue growth particularly from charter contracts with Sydney Harbour Ferries, the Biennale and the temporary Sydney Exhibition Centre at Glebe Island.

The company said it was optimistic about the year ahead, with md Jeff Ellison saying "there is strong appetite for SeaLink's leisure products, particularly from increased visitors from the international market".

He said SeaLink was now focused on growing margins, further expanding online sales & assessing potential acquisitions.

## Quest gets export-ready

**QUEST** Serviced Apartments is positioning itself to be exported to international markets, today announcing it has rebranded to Quest Apartment Hotels.

CEO Zed Sanjana revealed the name change to 300 delegates at the company's national franchisee conference, saying it's the next step in the evolution of Quest "to meet the changing needs and desires of tomorrow's business traveller".

The \$10 million ID refresh sees the launch of a new corporate logo, updated building signage, contemporary uniforms and a vow to 'raise the bar' in design.

Sanjana said the brand relaunch "ensures we remain relevant", future-proofing the company for sustained growth and is expected to be completed by Mar.

"If you don't evolve with the customer you will have a brand

that falls by the wayside quickly."

Sanjana told **Travel Daily** having 'Hotels' in the new ID was key.

"Part of the issue is there is lots of terminology globally for what our segment reference is called.

"Some say Apartment Hotels, some say Apart'hotel, some say Serviced Apartments and some say Residences. It's all over the place," Sanjana explained.

He said 9 out of 10 corporate travellers doing research of the segment associated our product with apartment hotels, and that was consistent globally.

"The business has been quite successful in Australia but now looking offshore for our growth in time, we thought that was the reference most appropriate for a global group as opposed to an Australia/New Zealand group."

Sanjana revealed to **Travel Daily** Quest was looking to establish a local team in the United Kingdom to build a "pipeline of growth", most of which will be newbuilds.

"In building a new brand in a new market, consistency is critical so our preference is always going to be for greenfield growth."

### Today's issue of TD

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

- AA Appointments jobs
- Atlantis, The Palm

### P&O THE FLAGSHIP CLUB

## TOP 20

..... *Leaderboard* .....

Agents currently in the running for an **11 night cruise on Pacific Aria** to the **Pacific Islands**.

(in no particular order)

Kate Murphy  
Kelda Maney  
Karen Sandford  
Kylie Gutierrez  
Scott Muspratt  
Felicity Bright  
Rikkilee Johnson  
Rebecca Harman  
Marnie Welbourne  
Scott McCartney  
Grant Gibson  
Anthony Spark  
Michelle Sutton  
Kerrie Webster  
Lyn Willis  
Kirsty Belling  
Kristy Swyny  
Helen McMullen  
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## NSW boosts China profile

**THE** NSW government yesterday signed an exclusive two year agreement with Chinese online travel giant Ctrip, with the deal set to showcase the state to 250 million people across China.

The Memorandum of Understanding, signed by Tourism Minister Stuart Ayres in Shanghai, cements a partnership which has been in place since 2013, with Destination NSW the first state tourism organisation in Australia

to enter into a formal agreement with Ctrip.

"This alliance represents the start of a new chapter for tourism destination marketing in China, which will see NSW benefit from the scale of our platforms and customer base," said Ctrip senior vice president, Li Xiaoping.

China is currently NSW's largest inbound market, according to DNSW ceo Sandra Chipchase.

"The China market is key to our growth strategies, and partnering with Ctrip will see us deliver campaigns over the next two years to promote Sydney and NSW as Australia's most exciting destinations," she said.

Separately, DNSW has also signed a new pact with Air New Zealand - see **page four**.

## BKK fare waivers

**QANTAS** and **THAI** have both issued fare waivers for travellers to and from Bangkok, after the terrorist attack in the city which killed 22 people (**TD** yesterday).

TG is allowing one time only flight changes at no charge from now until 18 Sep, for tickets issued both in Thailand & overseas, for travel 18 Aug-18 Sep.

The Qantas waiver is for travellers to and from the Thai capital between 18-25 Aug, allowing fee-free rerouting/rebooking, destination changes or the ability to retain the value of tickets in credit.

## Lindblad Arctic open

**LINDBLAD** Expeditions has released its 2016 Arctic program, along with some footage and commentary from explorer Peter Hillary.

Full details in tomorrow's **Cruise Weekly** - to view the video see [traveldaily.com.au/videos](http://traveldaily.com.au/videos).

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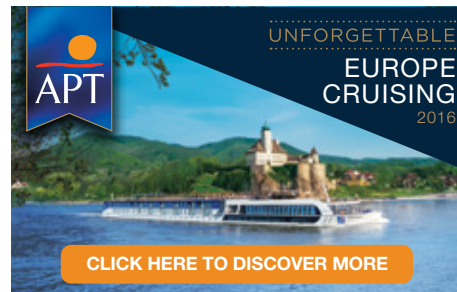


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# Travel Daily

First with the news

Wednesday 19th August 2015



CLICK HERE TO DISCOVER MORE

## Low ecotourism conversion

**NEW** survey figures released by Roy Morgan Research shows that while Australians love the idea of an eco-friendly holiday, just a minute amount are booking. For the year ending Jun, slightly

more than one in five Aussies agreed with the sentiment *'For my next holiday, I'd really like a total ecotourism experience'*, up marginally on four years earlier.

However the proportion of holidaymakers who fulfil the intention remains extremely low at just 1.1%, the survey found.

"Ecotourism is still a tiny niche market in Australia, with barely more than one percent of holiday-makers enjoying a real ecotourism experience on their last trip," said Roy Morgan Research's Angela Smith.

"The challenge for accommodation providers and tourism operators is to bridge this gap. Clearly, Australians are interested in eco-holidays, but something is preventing most of them from actually taking this kind of trip," Smith added.

The most popular destinations Australians would consider immersing themselves in a full ecotourism experience on their next holiday are Ningaloo, Coral Bay & Exmouth in WA at 44.7%.

Victoria's Dandenong Ranges & Yarra Valley at 39.5% was next, followed by Mt Buller in snow season at 38.7%.

Other domestic regions Aussies are planning a 'green' holiday to in the next 12 months include Kalgoorlie, Eyre Peninsula, Kakadu, Freycinet National Park, Flinders Ranges, Gold Coast Hinterland, Kangaroo Island and Fraser Island.

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## Skybus acquisition

**MELBOURNE'S** SkyBus airport shuttle operator has headed to New Zealand with the acquisition of Airbus Express in Auckland.

The deal values the NZ operation at just under \$30 million, according to a report in today's *Financial Review*.

Skybus was taken over by Catalyst Direct Capital Management about a year ago, with md Simon Cowen retaining a "significant interest in the business".

The report says it's understood that SkyBus has "several other potential targets on its radar".

## Serko adds Expedia

**TRAVEL** technology firm Serko this morning announced a new strategic partnership with Expedia, giving clients the ability to search and book Expedia and Wotif-branded content via the Serko Online booking tool.

Serko ceo Darrin Grafton said the new agreement marked "the beginning of a major transformation in the global market for hotel rooms," giving corporates access to a huge increase in inventory and rates".

He said this should in turn translate into significant budget savings for companies using Serko Online, which is offered via a range of TMCs including FCM, QBT, CTM and Voyager.

Serko also recently sealed a deal with Booking.com (*TD* 04 Aug).



## Window Seat

**A STORM** in a coffee cup?

Virgin Australia's claim of a world first with its new in-flight Nespresso machines (*TD* yesterday) has certainly raised some hackles elsewhere.

Several avid *Travel Daily* readers - mostly from Qantas - have pointed out that onboard Nespresso is also offered by other carriers such as European low cost carrier airBaltic, which launched the product in 2011, as well as Israel's El Al Airlines which added Nespresso last year.

However, our story omitted the detail that Virgin Australia is the first carrier in the world to offer the new *Nespresso by B/E Aerospace* machines, which have been purpose-built to overcome the challenges of making coffee at altitude.

As part of the development the machine was tested in an altitude chamber to simulate cabin conditions and ensure coffee produced was consistent with quality on the ground.

**NEVERTHELESS**, highly placed industry sources also confirmed that "some airlines [not naming names] that are ahead of the game may have even done taste tests of Nespresso vs plunger coffee at altitude, and had passengers tell them they preferred plunger".

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## Strambi to head MEL

**LYELL** Strambi was this morning announced as the new managing director and ceo of Australia Pacific Airports Corporation, the company which owns and operates Melbourne and Launceston airports.

Strambi was formerly head of Qantas Domestic and prior to that was the London-based chief operating officer of Virgin Atlantic Airways.

He takes up his new role effective 21 Sep.

## AW launches Japan

**ADVENTURE** World today announced the addition of Japan to its portfolio, with the 13-day *Handpicked Japan* itinerary featuring an array of customised experiences, curated by the operator's product team.

Priced from \$5,430 pp, the trip takes in Tokyo, Mount Fuji, Hakone, Takayama, Kanazawa and Kyoto - phone 1300 369 751.

## Fiji Tourism record

**FIJI** visitor arrivals for Jul reached a new monthly record of 79,494, surpassing the same period last year by 12.3%.

According to figures released by the Fiji Bureau of Statistics, almost 65% of visitor arrivals are from Australia and New Zealand.

New Zealanders have upped their game, with 16% more arrivals compared to the same month last year, followed by Australia with an additional 2,181 arrivals (a 6.8% increase) & a total of 34,424 visitors for the month.

Tourism Fiji says the positive trend in visitor arrivals is a reflection of his team's hard work.

Tourism Fiji executive chairman, Truman Bradley says some of the strategies helping attract more people are new flight routes to Fiji from Australia and New Zealand, visitor friendly immigration policies, the Tourist Tax Refund Scheme, investment policies and improvements to infrastructure.



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## DNSW/Air NZ strike a deal

### DESTINATION

NSW announced a two-year agreement with Air New Zealand which aims to drive New Zealanders to the State.

NSW Premier Mike Baird revealed the tie-up in Auckland yesterday.

"It's estimated this partnership will increase the number of visitors from New Zealand and will result in an additional estimated \$6.4 million in annual overnight visitor expenditure to NSW," Baird said.

Destination NSW ceo Sandra Chipchase said the close proximity of the two countries "means Sydney and Regional NSW are fantastic short break destinations where New



Zealanders can come to enjoy our spectacular scenery, food and wine and many of the best major events in Australia."

Air New Zealand ceo, Christopher Luxon said the deal "will encourage more Kiwis to hop across the ditch to Sydney and also to explore greater NSW."

**Pictured** signing the new deal in Auckland are NSW Premier Mike Baird with Air New Zealand ceo Christopher Luxon.

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## BA Gatwick to Lima

**BRITISH** Airways is introducing non-stop flights between London Gatwick and Lima, from 03 May. The route will be operated using three-class Boeing 777 aircraft.

# US Senate airline fee probe

**A PAPER** has been released this month in the US to address airline ancillary charges and help determine if the 'extras' fees should be built into base airfares. The *Unfriendly Skies: Consumer Confusion Over Airline Fees* paper was prepared to promote transparency and assist the US Commerce Commission in evaluating the evolving ancillary fee business model and consumer protection issues.

The review found ancillary fees have risen substantially both in amount and variety, especially over the past five years across major carriers, including bag fees, changes & cancellation charges and preferred seating revenue.

Other optional "for-fee" services have also proliferated, the US Senate report determined, ranging from food to wi-fi.

Preferred seating offers the least transparency relating to specific costs in advance of ticket sale, with fees varying from US\$4 to US\$99, which could make up as much as 50% of the ticket price,

the report found.

The Committee said at times the rules governing extra charges was "completely unavailable".

It was recommended policy-makers consider requiring a standardised disclosure chart that lists frequently charged ancillary fees linked to specific tickets, similar to what is now the norm for credit card solicitations.

Other suggestions made include having airlines provide refunds on checked luggage charges when bags are delayed by more than 6hrs on domestic flights, as well as review airline cancellation policies that do not consider lead time or ticket prices.

The Committee concluded the report shows a need for ongoing oversight by it, the Department of Transportation and consumer watchdog groups "to ensure airlines engage in fair & reasonable practices regarding ancillary fees and offer consumers transparent information regarding all possible fees when purchasing airfares".

**CLICK HERE** to read the report.

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# Force is with All Nippon Airways



**JAPAN'S** All Nippon Airways, which will relaunch flights to Australia later this year (**TD** 16 Jul) is definitely cornering the market when it comes to *Star Wars*-loving passengers.

The carrier has overnight unleashed a frenzy by announcing another two of its aircraft will also carry *Star Wars* livery.

A Boeing 777-300ER will feature BB-8, a new character from the new *Star Wars: The Force Awakens* movie to be released in Dec, while a 767-300 will showcase both BB-8 and R2-D2.

These *Star Wars*-themed planes will join the previously announced 787-9 *Dreamliner* R2-D2 ANA jet (**TD** 20 Apr).

But that's not all - the Star Alliance member will also be the first airline in the world to offer all six *Star Wars* films as in-flight

entertainment on international flights, under a five year deal signed by ANA with the Walt Disney Company (Japan) last Apr.

ANA confirmed that the R2-D2 787 will fly to Vancouver, Seattle, San Jose, Munich, Paris, Brussels, Jakarta and Beijing - as well as Sydney after the new Australian route launches in Dec.

A special launch event for the new R2-D2 aircraft will take place at Tokyo Haneda Airport on 17 Oct, with 89 lucky passengers invited on the inaugural flight.

A small catch is that passengers are required to board wearing *Star Wars* costumes.

## LEGOLAND to Melb

**AUSTRALIA'S** first LEGOLAND Discovery Centre will open in the Chadstone Shopping Centre in Melbourne in Autumn 2017.

Run by Merlin Entertainments, the attraction features 5 themed 'build & play' zones and more.

## Qld collaboration

**A GROUP** of Sunshine Coast-based travel companies have ventured intrastate this week to promote the region's tourism offering on the Gold Coast.

Sunshine Coast Destination, in partnership with Australia Zoo, Aussie World, Sealife Mooloolaba, the Ginger Factory, Big Kart Track and other major operators will meet with Gold Coast hotel and tourism partners to solidify the region as 'more than fun'.

"There's no reason why visitors to Queensland should need to choose between our two gorgeous coastal destinations when there's so much more to see and experience than one or the other," said Australia Zoo sales director Erina Kilmore.



With thanks to World Journeys, we have double-passes to Robbie Williams concerts in Perth, Adelaide, Brisbane, Melbourne and Sydney to give away.

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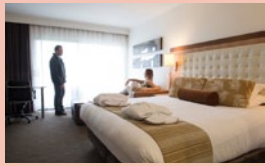
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## Accommodation Updates

**WELCOME** to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to [accomupdates@traveldaily.com.au](mailto:accomupdates@traveldaily.com.au).



**Novotel Barossa Valley Resort** has unveiled 24 refurbished Studio Apartments and 10 Spa Suites. The Studio Apartments have new bathrooms with large walk-in rain showers, kitchens and laundry facilities. The balconies' furniture has also been updated. The Spa Suites' bathrooms have spa baths and a separate walk-in shower. The makeover follows the resort's upgrade of its conference centre in Feb.



A 126-year-old colonial mansion has been restored and opened as **The House on Sathorn**. The House comprises of four different areas: The Dining Room; The Bar for after-work drinks; The Courtyard, a bistro for al fresco dining, and Upstairs - an exclusive club lounge - as well as four hospitality suites and private function spaces for dinners, private events and meetings.



The Junior suites at the **Swissôtel Métropole** have been renovated with a focus on space, design and comfort. The rooms have a fresco painted on their walls of a map of the City of Calvin and feature dark wooden floor boards and turquoise curtains. The marble bathroom offers a steam shower and bathrubb and the rooms come equipped with a Nespresso coffee machine and Pürovel welcome products.

## Ryanair into IAG

**AER** Lingus shareholders have voted in volumes in favour of the carrier's acquisition by British Airways and Iberia owner, the International Airlines Group (IAG).

More than 95% of shareholders agreed to the €1.5b transaction.

IAG chief exec Willie Walsh yesterday welcomed the Irish airline into the group's stable.

"[Aer Lingus] will remain an iconic Irish brand with its base and management team in Ireland but will now grow as part of a strong, profitable airline group.

"This means new routes and more jobs benefiting customers, employees and the Irish economy and tourism," Walsh added.

## TourAmigo growing

**TOURAMIGO**, self-titled as "the Tinder of the tours industry", is continuing to expand its non-biased touring comparisons, with inventory on the website now at over 7,500 unique multi-day itineraries in 150 countries.

Over 40 tour operators have signed up to TourAmigo, including Contiki, Intrepid and Topdeck.

The company is the brainchild of Sydney based entrepreneur Murray Decker (**TD 22 Jul**).

## Hawaiian safety vid

**HAWAIIAN Airlines** this morning unveiled a new safety video, with 30 crew and family members explaining onboard procedures against the backdrop of their favourite locations across the Hawaiian Islands.

The video is now on our website - click on the logo or see [traveldaily.com.au/videos](http://traveldaily.com.au/videos).



## African tour discount

**WORLD Expeditions** has carved \$500 off the cost of the final few places on its Namibia to Victoria Falls Explorer itinerary on 03 Oct.

The 16-day camping safari sets out from Windhoek, explores the Namib Desert, ventures through Botswana and the Chobe River, with game drives in Etosha National Park included.

Normally \$2,750 per person, it is on special now for \$2,250.

Call 1300 720 000 to book.

## EK back to Baghdad

**EMIRATES** has announced it will recommence services to Baghdad from 17 Sep following a nine-month hiatus.

The Dubai-Baghdad route will be operated on a four weekly basis using Airbus A330-200s.

Wednesday 19th Aug 2015

**Travel Daily**  
First with the news



**THE** Consul General of the United States of America Hugo Llorens opened his residence in Sydney last night for an intimate group of trade partners.

While the Consul General was interstate (see **pg 8**), Mrs Llorens hosted a reception to honour a visit by Brand USA chief communications officer, Anne Madison from Washington DC.

Madison said plans are afoot to ramp up Brand USA's work locally, where America's slice of the international outbound market from Australia has grown from around 13% in 2000 to 16.2% in 2009/10, "without really trying".

"You are going to see a renewed and much stronger collaboration on the ground in Australia," she said, through tighter partnerships

with Visit USA Committee, the US Consulate and other parties.

Tasked with developing integrated tourism plans between the US and Australia is US Dept of Commerce's Karen Ballard.

Ballard will be drafting a strategy on how the United States can maintain its growth curve out of this market, which is now the 10th largest source for the USA.

"The plan will outline the ways we intend to strengthen collaboration between the US Federal Government and the tourism industry," she said.

**Pictured** at the residence of from left are Oliver Philpot, Brand USA; Anne Madison, Brand USA; Mrs Llorens; Karen Ballard, US Department of Commerce and Jo Palmer, Gate 7/Brand USA.



## Senior Online and Inside Sales Specialist

A vacancy exists for a Senior Online and Inside Sales Specialist with Helloworld Limited.

Located in North Sydney in the Retail Shared Services division of Helloworld Limited, this role is responsible for supporting for our helloworld retail business managers who service our helloworld branded and associate travel agent franchisees. This role also ensures that the needs of helloworld.com.au customers are being satisfied by our technology and Global Call Centre partner. The role involves administering and reviewing customer service and support, in order to maintain optimum customer experience delivery across the entire customer journey for helloworld.com.au.

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- Maximising customer operations performance for helloworld.com.au;
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- Working in-conjunction with our frontline sales teams to support them in all aspects of their roles;
- The administration, tracking, maintenance and quality control of content on the CRM Agent Database and Intranet (Industry site);
- Preparation of reports and presentations.

If you are interested in applying for this role, please send your resume to [careers@helloworld.com.au](mailto:careers@helloworld.com.au) by close of business 28 August 2015.

# Qantas applies for China capacity

**THE** International Air Services Commission this morning confirmed an application from Qantas seeking an allocation of unlimited capacity on the China route, between points in Australia other than Sydney, Melbourne, Brisbane and Perth, and points in China other than Beijing, Shanghai and Guangzhou.

The request is initially in connection with the planned Jetstar direct flights set to operate between the Gold Coast and Wuhan (**TD** 05 May).

Jetstar is working with the Dalian Wanda Group on the service, in connection with the Chinese tourism conglomerate's

major new Gold Coast project.

The wide-ranging Qantas request is for a ten year allocation for the regional routes, and would allow it or any wholly-owned subsidiary to operate the potential services.

The IASC is inviting other applications for the capacity, with a deadline for notice of intention to apply being 5pm AEST next Tue 25 Aug 2015, with applications due by COB on 01 Sep.

**MEANWHILE**, Qantas has also lodged an application with the IASC for a renewal of a previous determination which allocates unlimited capacity on the United Kingdom route.

The existing allocation expires on 31 Aug 2016, and again the IASC is inviting other applications for the capacity.

Qantas is seeking a ten year renewal of the allocation on the basis that the UK route could be operated by QF, any wholly owned Australian subsidiary, or jointly with Emirates under the QF/EK codeshare agreement.

## Fancy an MP High Tea?

**NSW** Parliament House is opening its doors to visitors, with the launch of a new High Tea Experience which will be offered on a regular basis in the Strangers Dining Room restaurant.

Served on the last Fri of each month, High Tea in the House will be produced by the team of in-house chefs and is priced from \$42 per person.

Bookings are recommended, with the next High Tea taking place 3-5pm on Fri 28 Aug - for more info, call 02 9230 2248.

## Air Serbia earlybird

**EARLYBIRD** Intra Europe fares across Air Serbia's network ex Belgrade are available now priced from €109 per sector, for travel between 21 Sep and 26 Mar, when booked before 31 Aug.

Destinations include Sarajevo, Bucharest, Vienna, Zagreb, Sofia, Milan, Dusseldorf and Brussels.

Blackout dates apply and travel on weekends incurs a €10 levy.

Contact Aviation Online to book.

## DC visitor increase

**WASHINGTON** DC achieved a record 20.2 million visitor arrivals in 2014, new figures from the marketing agency Destination DC released yesterday confirm.

The figure was fuelled by a 16% increase in international visitors and 5.7% domestic uptick on the year prior.

China was Washington DC's core overseas market, followed by the UK, Germany, France & Australia.

## Wellington Klicks

**POSITIVELY** Wellington Tourism has appointed Klick Communications to manage its media relations in Australia.

## Travel Daily

First with the news

Wednesday 19th Aug 2015



**THIS** lucky group of Aussie and Kiwi agents recently experienced the delights of Alaska, courtesy of Alaska Tourism which conducted a series of Alaska Downunder destination training events in Australia and NZ last year.

The nine day trip started in Fairbanks, taking the consultants up to the Arctic Circle and then past Denali and Anchorage to Seward.

Generously supported by operators across the biggest US state, highlights included a flight from Talkeetna where they landed 6,000 feet up on Ruth Glacier on Mt McKinley.

**Pictured** above are, from left Sarah Payne, Go Holidays NZ; Ellie Mastropoulos, Helloworld; Ed Malen, Explore Fairbanks; Donald Street, Canada & Alaska

Specialist Holidays; Chris Neill, Flight Centre; Tanya Carlson, ATIA Alaska; Darren Christensen, TravelManagers; Tim Kelly, State of Alaska representative for Australia & New Zealand and Moko Ramsay, JTB.

## Turismo Chile rep

**HILL+KNOWLTON** Strategies has been appointed to manage the public relations for Turismo Chile in Australia.

The move is effective immediately, and follows the successful H+K-produced Chile Roadshow which took place in Sydney and Melbourne earlier this year (**TD** 27 Mar).

Hill+Knowlton also represents the Abu Dhabi Tourism and Cultural Authority locally.



Do you want to be surrounded with a group of award winners?  
Do you want to be part of a growing and winning team?

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Looking after a team of inspirational sales people around Australia. Ideally located in MEL.

### Business Development Manager (Events)

Help us continue to grow our Groups and Events brand, The Conference Team.

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Lead an amazing team of Leisure consultants nationally who specialise in quality products including Virtuoso - ideally located in MEL.

### Senior Business Development Manager (Corporate)

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**Brisbane** Tue 1 September

andrew.challinor@savenio.com.au  
www.chooseyourownpath.com.au

Future Appointments in :  
Adelaide, Perth & Sydney

Applications to be sent to Stu Milne - CEO  
**stu.milne@worldtravel.com.au**

no later than 31st of August.





# US Consul visits the Northern tip



**UNITED** States Consul General Hugo Llorens was hosted yesterday by Tourism Tropical North Queensland (TTNQ) at the northern-most point of Australia.

**Pictured** above, Llorens was accompanied by TTNQ ceo Alex de Waal, TTNQ chair Max Shepherd and director Paul Fagg.

Llorens attended a series of meetings with Indigenous leaders in the Torres Strait and civic leaders in Cooktown.

"Developing closer ties with Australians across all communities is a key priority for the United States' diplomatic mission in Australia," de Waal said.

Instead of returning by plane, Llorens was driven from The Tip of Australia through Cape York to Cooktown, to experience the activities available in the region.

"We will be camping under the stars, casting a lure for a barramundi and sharing a yarn around the campfire each night just as the tens of thousands of travellers who drive through Cape York do each year," de Waal said.

"The North America market is the Cairns & Great Barrier Reef region's second largest with 119,000 visitors for the year ending Mar 2015 and is expected to perform strongly in the near future with the low Aussie dollar."

## Russia BRICS visa-free

**PRESIDENT** Vladimir Putin has suggested visa-free travel be offered to visitors travelling to Russia from BRICS (Brazil, Russia, India, China and South Africa), in a move to attract foreign tourists.

Chinese travellers can already travel visa-free in Russia, along with tourists from Brazil, for visits of up to 90 days.

Putin said introduction of a common register of travel agencies is also on the agenda.

## Crayola Orlando site

**FAMILIES** visiting Orlando have a new attraction to visit with the recent opening of the Crayola Experience at The Florida Mall.

The experience has 25 hands-on attractions where guests can star in their own coloring page, paint with melted wax and learn how crayons are made in the live Factory Show - for more info, visit [www.crayolaexperience.com](http://www.crayolaexperience.com).

## New Kuwait terminal

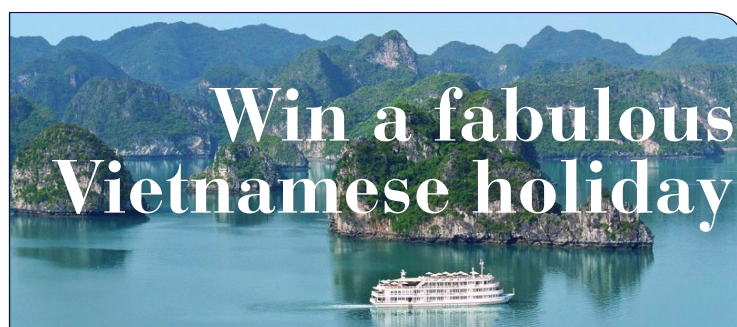
**TURKISH** conglomerate Limak İnşaat has won the tender to build a new terminal in the Kuwait International Airport.

The new terminal building will initially have a capacity of 13 mill passengers and will be expanded to have a 25 mill passenger capacity in the future, according to a statement from the company.

## APTMS appoints bdm

**MATTHEW** Harris has been appointed business development manager - Qld/SA/WA of Asia Pacific Travel Marketing Services.

Harris was formerly bdm for Air Tickets in Queensland.



## 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

Bhaya Cruises combines traditional oriental style with luxury facilities, excellent service and world class cuisine, on contemporary junks.

To win, answer each daily question correctly and have the best answer to the final question. Send your answers to [vietnam@traveldaily.com.au](mailto:vietnam@traveldaily.com.au)

Terms and conditions



13. How many boats are there in the Bhaya Classic fleets? List the amount of cabins on each.

[CLICK HERE](#) for a hint.



# RAA

## Marketing Manager Travel

### About RAA:

RAA is one of South Australia's most trusted and respected organisations and has a proud history of over 110 years servicing the South Australian Community. We provide a wide range of services and facilities for more than 670,000 members and employ over 850 people within South Australia.

### About the role:

A rare opportunity has become available for an experienced Travel Marketing Manager to deliver results through digital and traditional marketing communications.

Reporting to the Senior Manager Product Marketing Communications, the Travel Marketing Manager will lead, develop and implement marketing campaigns for travel and merchandise through all media channels. The role will be responsible for the promotion of these travel products through relevant digital and traditional channels and the ongoing monitoring of each result to focus on the delivery of achieving reach and conversions.

**To find out more about this fantastic opportunity to join an iconic South Australian organisation please visit:**

<http://www.raa.com.au/about-us/careers/why-join-us>

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### CRUISE CONSULTANT – SHIPS AHOY INTERNATIONAL CRUISE TRAVEL CONSULTANT SYDNEY – CIRCA \$60K SALARY PACKAGE

Are you passionate about all things cruising? Are you a lover of all things nautical? This is the perfect role for you. This leading Cruise Company specialises in organizing exciting worldwide cruise itineraries and is currently booming in their space. Work across a diverse portfolio of clients, arranging all their travel needs. You will enjoy working in a bright and social team environment as well as being rewarded with amazing travel perks. Minimum 2 years' experience, solid GDS and back office skills, this is the role for you.

### ONE STEP CLOSER TO YOUR DREAM RESERVATIONS SUPPORT CO-ORDINATOR

SYDNEY – SALARY PACKAGE circa \$45K + BENEFITS

Looking for a break into the Industry? As part of this leading wholesale company, your role will involve utilising your exceptional attention to detail & exceptional customer service skills to assist in both internal and external clients. You will enjoy being part of this fantastic team, participating in general department queries and confirmations. You will be rewarded with unique and amazing staff rewards including amazing educationals, staff incentives, ongoing support and career progression. Apply today!

### AMAZING EASTERN SUBURB LOCATION INTERNATIONAL TRAVEL CONSULTANT - RETAIL SYDNEY EASTERN SUBURBS – SALARY UP TO \$55K

Want to work in the trendy eastern suburbs? Work in a fantastic location in Sydney in a great office, fantastic team and superb client base. With a high level of international and domestic enquiry you must have proven GDS and a minimum 2 years travel industry experience. You will enjoy the variety of enquiry that this agency services including their high volume of repeat clients. With a set salary package on offer, amazing supportive team environment and the opportunity to further develop your skills, this role has it all!

### TECH WHIZ REQUIRED

ONLINE BOOKING TOOL (OBT) SUPPORT CONSULTANT  
MELBOURNE – SALARY PKG TO \$60K + COMMISSIONS

Working for this Global TMC, your role will entail supporting & training external clients to ensure they are effectively using the Online Booking Tool (OBT), trouble shooting, testing & reporting on any issues with the OBT. Also providing assistance with software enhancement, maintaining & amending online travel policies, together with internal company training. To be successful in this role, you must have OBT experience from at a support level, strong attention to detail & impeccable multi-tasking abilities.

### HIGH END LUXURY LEISURE SENIOR LEISURE CONSULTANT

MELB (STH EAST) – SALARY PKG TO \$60K + INCENTIVES

This well-established boutique agency is seeking a professional and experienced consultant to join their high end business. Working mainly off repeat and referral business, ideally you will have a min. of 5 years' experience with a following of clientele, solid GDS skills, strong knowledge of luxury suppliers and product. In return you will be offered an amazing salary package of up to \$60K DOE + quarterly incentives + end of year bonus! We are in the final stages, do not miss this opportunity!!

### REWARD YOURSELF TODAY

WHOLESALE RESERVATIONS CONSULTANT

MELBOURNE (INNER) – SALARY PKG TO \$65K+ (OTE)

This global company are expanding and is seeking sales superstars to join their dedicated wholesale team in Perth. If you are sick of retail and want a new challenge this is for you! You will draw on your excellent product knowledge to assist travel agents and package worldwide FIT holidays. Min 2 years retail experience is essential. You will enjoy a top salary package including uncapped commissions, AMAZING worldwide famill offerings, a 7 day rotating roster, supportive team and unlimited career progression opportunities.

### ARE YOU SYSTEM SAVVY? ONLINE SUPPORT CONSULTANT BRISBANE CBD – AMAZING \$\$\$

This leading travel company is looking for an online booking tool support specialist to join their dynamic team. You will utilize your travel industry & project management skills assisting the implementation of a new online booking system. Monday to Friday only. Excellent salary package.

Educational leave, travel discounts, endless career progression plus so much more! Previous travel industry exp, ability to meet tight deadlines, strong excel skills, Serko and Concur highly regarded. Don't miss this one, APPLY NOW!

### SET SAIL WITH THIS AMAZING OPPORTUNITY WHOLESALE TRAVEL CONSULTANTS BRISBANE CBD – OTE \$50K ++

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 their international cruise department as a wholesale consultant dealing primarily with travel agents. You will require strong communication skills, high level attention to detail along with delivering exceptional customer service. Superb salary package & benefits! All you need is travel industry experience, proven sales skills and a great attitude! Interviewing now!



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