



# Travel Daily

First with the news

Thursday 20th August 2015

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## Melbourne Hilton sale

**US PROPERTY** group Host Hotels & Resorts has confirmed that it is placing the Hilton Melbourne South Wharf on the market.

Host acquired a 75% stake in the property when it moved into the Australian market four years ago (**TD** 27 Apr 2011), with *The Australian* suggesting the hotel is likely to attract a total price of around \$250 million.

The 364-room Hilton Melbourne South Wharf is part of the Melbourne Convention and Exhibition Centre precinct.

## Voss now the boss

**QUENTIN** Voss has been promoted to the role of Manager Leisure Revenue Development with Qantas.

He was previously a QF national account manager, returning to the carrier 12 months ago after several years as Leisure Sales Manager with Air New Zealand.

More appointments on **page 7**.

## QF international in black

**EVERY** Qantas division is now making a "healthy profit," according to ceo Alan Joyce, who this morning confirmed that even the long-languishing international operation was profitable on a full-year basis for the first time since the global financial crisis.

The carrier reported a statutory profit of \$789 million before tax, and will return \$505 million in capital to shareholders (**TD** breaking news), with Joyce saying it's a turnaround of \$1.6 billion compared with 2014.

Jetstar, Qantas Loyalty and Qantas Freight all reported record results, with Joyce saying the airline's 30,000 staff have been key contributors.

"No other company in this country has people with more pride, more belief or more commitment than those who go to work each day for Qantas".

Qantas International's underlying earnings amounted to

\$267 million, while the domestic operations made \$480 million.

"Combined with Jetstar, the group made \$600 million from its domestic flying operations," Joyce said, while the Jetstar Group's result was \$230 million - an improvement of \$341 million.

Qantas Freight made \$114 million, renewing Australia Post as its biggest domestic freight customer as well as adding a new major customer in Toll Group.

The underlying earnings for Qantas Loyalty amounted to \$315 million, with the program growing its membership to 10.8 million.

"It is a good feeling to be at the helm of this great company as it begins the first phase of a remarkable turnaround," Joyce said, with the result enabling the acquisition of eight new Boeing 787-9 aircraft (**see page four**).

### Eight pages of news!

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

- AA Appointments jobs
- Travel Trade Recruitment

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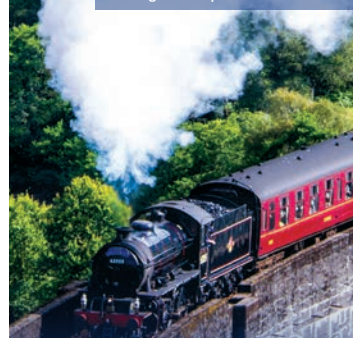
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## Webjet profit jumps 10%

**LISTED** OTA Webjet today reported its results for the year to 30 Jun, with a 31% increase in Total Transaction Value to \$1.27 billion and profit before tax up 10% to \$23.2 million.

CEO John Guscic said the "outstanding result" reflected record TTV in the Webjet business every month.

"Our ongoing focus on exceptional service and delivering our customers greater convenience and choice has allowed us to continue to gain market share," he said.

Guscic said there was ongoing strong growth in international transactions which now accounts for 34% of Webjet TTV and 12% of bookings.

"We extended our lead as the number one OTA brand in Australia," he said.

Meanwhile the business-to-business operations accounted for 23% of "underlying EBITDA" with the Lots of Hotels division expanding its inventory, and TTV up 70% year on year.

Guscic said Webjet continues to see "real growth opportunities"

in the B2B space, with the group actively looking at acquisitions.

The company also plans to invest \$3 million in the existing B2B business this year, including establishing a new Lots of Hotels US operation, as well as boosting directly contracted product within SunHotels, targeting properties in up to 12 European countries.

Net profit was down 8.5% to \$17.5 million due to a "higher effective tax rate," Guscic said.

Webjet declared a final dividend of 7.25c per share, bringing the total payout this year to 21.9c.

## 777 Sky Suite to SYD

**JAPAN** Airlines will introduce its Boeing 777-300ER configured with the Sky Suite on the Tokyo Narita-Sydney route, with the first flight planned for 25 Oct.

JAL says the upgrade from the currently used Boeing 777-200ERs follows "growing demand".

The Sky Suite cabin features 232 seats spread over four classes - 8 in First Suites, 49 in Business, 40 in Premium Economy and 135 in Economy class.

## Sheraton Grand brand

**STARWOOD** Hotels & Resorts has today announced the introduction of a new "Sheraton Grand" brand - a new "premier tier that recognises exceptional Sheraton hotels and resorts for their enticing destinations, distinguished designs and excellence in service and guest experiences".

The company said it expects to have 50 newly-designated Sheraton Grand hotels across the globe by the end of the year, doubling that figure by early 2017.

Global brand leader Dave Marr said the new brand would promote growth and lure more high-end travellers to the Sheraton brand globally.

Initial Sheraton Grand properties include hotels in Bangalore, Dubai, Beijing, Edinburgh, Rio de Janeiro, Japan, Taiwan and South Korea.

A senior industry insider has told **Travel Daily** that Sydney's Sheraton on the Park is likely to be rebranded as Sheraton Grand - which would in turn pave the way for the Four Points by Sheraton at Darling Harbour - currently undergoing a major upgrade - to become a Sheraton.

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## SLH appointment

**SMALL** Luxury Hotels of the World will once again have local representation having appointed Sydney-based Unique Tourism Collection to cover sales and media activity for SLH in the Australian market.

Unique Tourism has looked after PR for SLH for the last two years (**TD** 16 Apr 2013), with SLH having previously had its own office in Sydney until 2009.

"Australia continues to generate considerable reservations for SLH's properties in all parts of the world," said the company's group executive Richard Hyde.

There are currently just seven SLH member properties in Australia, with plans to expand across the country, he said.

Overall, the SLH portfolio comprises more than 520 independently owned hotels in more than 80 countries.

Hyde said that Australia is currently the group's fifth largest source market.

## Domestic positive

**OVERSEAS** leisure travel has stalled in the first six months of 2015, according to the *Tourism and Hotel Market Outlook 2015* report released today by consulting group Deloitte.

"After a decade growing at an average rate of 11% a year, growth in outbound holiday travel by Australians has ground to a halt," said Deloitte Access Economics' Lachlan Smirl.

By contrast the number of local holidays surged, with domestic overnight holiday trips up 4%, "a clear indication Australia's holiday hot spots are back on travellers' itineraries," Smirl said.

The Deloitte analysis highlights a narrowing of the difference between numbers of Australians holidaying overseas and inbound arrivals for the first time in a decade, with indicators including a 27% growth in domestic holiday travel to Tasmania and jumps in hotel occupancies on the Gold Coast and Far North Queensland.

## Trump entering Bali

**TRUMP** Hotel Collection will open its first resort in Asia in Bali.

The group overnight announced it has inked an agreement with Indonesia's MNC Group to manage a six-star luxury resort and residential development in the Aussie tourist hot-spot.

Located on a southwest coastal cliff top, the Trump complex in Bali will offer views of the Indian Ocean and Tanah Lot.

"Bali is consistently voted as one of the world's best islands and is one of the best resort and residential destinations globally," said Donald Trump Jr, exec vp of development & acquisitions at The Trump Organisation.

Trump currently operates nine properties in the US, Canada, Panama & Ireland and has a further three under construction in Baku, Rio de Janeiro, Vancouver and Washington DC.

"This is an exciting time for Trump Hotels and we are honoured to announce our expansion into Asia and bring to market an extraordinary luxury property," Trump Jr added.

## EVA Altéa migration

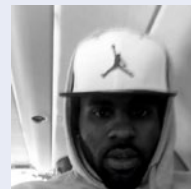
**STAR** Alliance member carrier EVA Air has become the first Asian airline to implement the Amadeus Altéa Revenue Management Suite, with the migration expected to be completed by Q1 of 2016.



## Window Seat

**POP** star Jason Derulo has apparently sacked his travel agent after being removed from a Southwest airlines flight following an argument with airport staff.

Derulo posted an Instagram video (click on the image below) saying he had fired the consultant for "booking me somewhere I wasn't supposed to be," when he was attempting to get from Reno to Los Angeles.



Details are sketchy, but luckily the celebrity managed to get to his destination anyway - by hiring a private jet for the trip.

Apparently one of the members of his entourage on the charter flight slammed the message home by saying "You can't kick me off *this*". BOOM!

Gossip website TMZ interviewed Derulo following the incident and he confirmed that the matter was unlikely to be repeated in future as he is buying his own plane next month - probably a relief to airport and airline staff.



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Thursday 20th August 2015

## QF 787 “new era”

**THE** addition of eight Boeing 787-9 Dreamliners to the Qantas fleet (**TD** breaking news) will mark the start of a new era for the airline, with ceo Alan Joyce citing the “incredible efficiency” of the aircraft as having the potential to open up new destinations around the globe.

The 787s, to be delivered over a two year period from 2017, will replace five of the carrier’s older Boeing 747s.

Joyce said the smaller aircraft gives QF “the flexibility of having more aircraft without significantly changing our overall capacity”.

He said Qantas would retain 15 further options and 30 purchase rights for additional 787s.

During his presentation, Joyce showed a map indicating the ultra long range of the 787-9 which would allow non-stop operations from Australia to destinations such as Cape Town, Addis Ababa, Santiago or Chicago.

## Jetstar HKG write-off

**QANTAS** Group has confirmed it will make no further investment in its failed Jetstar Hong Kong offshoot, after failing to gain approvals from authorities in Hong Kong (**TD** 26 Jun).

The group has written off its stake in the business, with an impact of \$21 million.

Earlier this week, China Eastern Airlines - one of QF’s partners in the venture - also authorised the wind-up of the project (**TD** Tue).

## \$505m QF return

**QANTAS** will distribute surplus capital to shareholders in the form of a \$505 million “capital return,” with a 23c per share distribution combined with a share consolidation to provide investors with an “earnings per share outcome similar to a share buy back”.

It is the first return to QF’s long-suffering investors since a 35c per share dividend in 2007/08.



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## Dreamworld tips visitor growth

**ARDENT** Leisure - the company which owns Dreamworld and WhiteWater World, SkyPoint and SkyPoint Climb - has reported “solid results” for the theme park division of the business for the 2014/15 financial year.

The result was “marginally” below last year’s figure, despite unprecedented rainfall and the impact of Cyclone Marcia in Q3.

Recorded revenues totalled \$99.6 million for the 12 months, down from \$100.1 million in 2013/14, with pre-tax earnings down \$800,000 to \$32 million. CEO Deborah Thomas said a revamped marketing strategy to support the ‘June pass’ campaign over May, Jun & Jul, along with a more competitive pass offer, had seen sales jump 28%.

Annual theme park attendance jumped 11.7% to 2.28 million.

Attendance at SkyPoint surged by 40% from pass holders and

international markets.

Ardent said a weak Aussie dollar is tipped to increase overseas theme park attendances, paired with new connections to the Gold Coast from China with Jetstar.

“The weaker Australian dollar is also expected to encourage Australians to holiday domestically,” the group added.

## TC keynote address

**ACTOR** Samuel Johnson has been announced as the keynote speaker at the 2015 Travellers Choice Annual Shareholder’s Conference in Melbourne in Nov.

Johnson is known for his roles in TV series such as *The Secret Life of Us* & films including *Crackerjack*, but more recently for unicycling around Australia to raise funds for breast cancer research for the ‘Love Your Sister’ charity he created with his sister Connie.

## SABRE RED APP OF THE WEEK: LOW FARE CALENDAR

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## Topdeck markdowns

**TOPDECK** is offering a 20% discount on its 13-day Kenya & Tanzania itinerary departing on 23 Aug, 06 & 20 Sep, now priced from \$2,500 per person.

The youth specialist's 25-day South West Safari tour has also been slashed by 20% for trips departing on 27 Aug, 10 & 24 Sep, priced from \$2,708pp.

## Kenya visitor denials

**THE** Dept of Foreign Affairs & Trade is reminding Kenya-bound travellers to ensure they have completed an eVisa (**TD** 29 Jun) prior to entering the country.

Smartraveller advised yesterday that a number of Australians have been denied entry to the East African country as they have not completed the eVisa, which became mandatory on 01 Jul. Details at [www.ecitizen.go.ke](http://www.ecitizen.go.ke).

## Shangri-La countdown

**SHANGRI-LA** Hotels & Resorts is counting down the reveal of its soon to be completed fully refurbished former Le Touessrok resort in Mauritius.

Earmarked for opening on 01 Nov, the Shangri-La Le Touessrok Resort and Spa features 200 rooms, positioned on the east coast in Trou d'Eau Douce Bay.

## Icelandic to Montreal

**NEW** seasonal direct services between Reykjavik and Montreal will be launched by Icelandair.

Flights will operate from 19 May to 08 Nov on a four weekly basis.

Montreal is FI's 16th destination in North America.

## Mercure NTL agt rate

**TRAVEL** industry personnel can take advantage of mates rates at the soon-to-open 4-star Mercure Newcastle Airport hotel.

For bookings made by 30 Sep for stays up until 30 Nov, the trade rate is \$90 per night.

To avail the deal, quote 'Opening Industry Rate' when booking by phone - call (02) 4033 8900.

## Park Hotel coming to Adelaide



**SINGAPORE-BASED** Park Hotel Group has chosen Adelaide as its launch destination in Australia, announcing a new build hotel will open in three years time in the South Australian capital.

Signed this week in Singapore, the deal with Pirie Investments signifies the debut of the Park Hotel brand in the Oceania region.

Subject to approvals, the 250-key Park Hotel Adelaide will form part of a mixed-use 30-storey development, positioned on Pirie Street in Adelaide's CBD.

The 4-star hotel component will occupy 10 floors of the project and features a concept cafe & bar, open air sky-deck gym and swimming pool, in addition to 280 private residences.

CEO Allen Law revealed Park Hotel Group (PHG) has had its eye on the Australian market for a period of time.

"We have been looking to expand into Australia for a while and this collaboration presents an exciting opportunity for us just to do that," Law said on Mon.

"Adelaide has seen a massive expansion of convention facilities, the medical precinct and the Riverbank and Adelaide Oval development and represents tremendous growth opportunity."

The \$175 million development was lauded by South Australia Minister for Investment & Trade, Martin Hamilton-Smith, who said the agreement was a "coup" for the state.

Construction will commence in early 2017, with an earmarked completion date of Q4 of 2018.

The group's existing portfolio consists of 3,600 rooms at 12 hotels across Singapore, Hong Kong, China, Indonesia and Japan.

**Pictured** at a signing ceremony in Singapore from left are Mohd Rafin, PHG chief corporate officer; Allen Law, PHG ceo; Martin Hamilton-Smith, SA Minister for Investment & Trade; Raymond Chia, PBM ceo and chairman of LGB Corporation; Jonathan Lee, director of LGB Australia and Jim Williams, architect of GHD Woodhead Adelaide.

## Canada entry register

**CANADA'S** new voluntary entry requirement, the Electronic Travel Authorisation (eTA), has gone live this month for eligible travellers.

Qantas is now reminding agents the eTA will become mandatory for pax to complete before they board a flight to Canada from 15 Mar - see [www.canada.ca/eTA](http://www.canada.ca/eTA).



## School & University Group Travel Manager

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# Vanuatu back in business!



**VANUATU** showed it was 'open for business' last week with a famil for 16 key product managers, team leaders and marketing managers from Australian wholesalers and online travel agents.

The trip was designed to ease the minds of those who sell Vanuatu to the Australian market and instil confidence that the nation has recovered from Cyclone Pam, which hit in Mar.

While half the group visited the blue holes and beaches of Espiritu Santo, the other half experienced the culture and volcano on Tanna on pre-famils.

The group then united for the

second half of the trip to see Port Vila together.

Nina Henderson, Destination Manager for Hoot Holidays said "I experienced both the islands of Efate and Tanna and their quick recovery shows the true resilience of the nation. I was amazed on Tanna how little seemed to have changed since my visit two years ago."

**Pictured** on Tanna with locals are Sarah Beeken, Millennium Travel; Claudia Van Uffelen, Ignite Travel; Daniel Vella, The Travel Corporation; Nina Henderson, Hoot Holidays; Michael Zhang, Webjet; Alicia Hambly, Pinpoint & Sovanna Sunn, Island Escapes.

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**QBT** Business travel made simple

## Travel Daily

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Thursday 20th Aug 2015

### NT Airports pro VA/EY

**NORTHERN Territory Airports** has pledged support for the renewal of Virgin Australia's pact with Etihad Airways, who are seeking a 10 year re-authorisation from the ACCC (**TD Mon**).

CEO Ian Kew said the alliance between the carriers "appears to have worked well.

"[The alliance] continues to offer significant public benefits with no discernible competitive detriment in the competitive Australia-Middle East market."

### SIA Hols packages

**SINGAPORE Airlines Holidays** has week-long 5-star hotel and flight packages for the east coast of Vietnam on sale.

Options includes a seven-night stay at the Hyatt Regency Danang Resort & Spa in an ocean view room for travel between 06 Sep - 31 Oct, priced from \$1,965ppts.

Packages at Pullman Danang Beach Resort in a superior room for travel between 06 Sep and 31 Oct start at \$1,925ppts.

For even greater indulgence, the InterContinental Danang Sun Peninsula Resort, which overlooks its own private bay leads in at \$2,645ppts for travel from 04 Sep to 31 Oct - [siaholidays.com.au](http://siaholidays.com.au).

### Admiral into Curio

**HILTON Worldwide** continues to expand its new Curio hotel brand with a new addition in Alabama.

The historic Admiral Hotel Mobile, Curio Collection by Hilton will re-open following a massive refurb project in coming months.

### Your own Travel Business

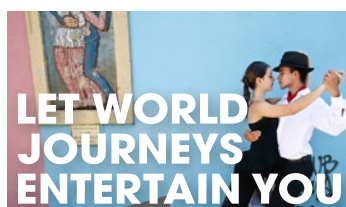
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To win the Sydney, Melbourne or Perth tickets, send your entries to [wj@traveldaily.com.au](mailto:wj@traveldaily.com.au)

### SiteMinder revenue

**ACCOMMODATION** distribution outlet SiteMinder reports the channel generated around 27m hotel reservations over the 12 months to 30 Jun, generating over US\$10.8 billion in revenue.

The platform is used by 19,000 hotels in 160 countries, including 250+ distribution channels.

SiteMinder's internet booking engine, TheBookingButton generated over US\$650 million for hotels via their own website.



## KLM 787 conversion

**KLM** Royal Dutch has confirmed it is upgrading six Boeing 787-9 *Dreamliner* aircraft already on order to the larger -10 variant, expected to come online in 2020.



## 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](mailto:appointments@traveldaily.com.au).

**Joy Sajamark** has been appointed to the role of trade marketing manager at **Christchurch & Canterbury Tourism** for up to 12 months. The position is a secondment from her current role as trade and development manager Thailand at Tourism New Zealand.

**Maria Kuln** has taken up the role of corporate director of communications at **Belmond**. Kuln comes from a position at Kempinski as vp of PR and has worked for Shangri-la and Four Seasons.

**Anthony Ha** has been appointed general manager of **Hyatt Regency Suzhou**. Ha is also the area vice president, a role he assumed in Apr.

**Tourism Sun Peaks** has taken on **Kyle Taylor** as its comms specialist.

**Sofitel Melbourne on Collins** has a new director of sales and marketing, **Shane Douglas**. Douglas has more than 20 years' experience in sales and marketing within five star hotels around Australia.

**Asia Pacific Travel Marketing Services** will be joined by **Matthew Harris** in the role of business development manager - Qld/SA/WA. Harris was previously bdm for Air Tickets in Qld.

**Scenic Tours** has appointed **Constanz Stickforth** to the new role of South America operations manager. Stickforth will be based in Buenos Aires and look after the company's South America and Antarctic operations. She has worked with both Swissair and Vantage.

**Virgin America** has announced the appointment of **Jennifer Vogel** and **Paul Wachter** to the Virgin America Board of Directors, expanding its board to 11 directors.

**Tricia Primrose** will join **Marriott International** as global chief communications & public affairs officer. Primrose joins Marriott from Rational 360, where she has been a Partner since 2013.

## Etihad lux partners

**ETIHAD** Airways has teamed up with concierge service provider Ten Group, to serve guests in the three-room suite onboard the airline's Airbus A380 fleet - The Residence.

Ten Group will provide a specially trained Etihad Lifestyle Concierge team who will provide a range of services, from dining reservations, entertainment bookings and lifestyle services.

## New Caledonia safety

**SMARTTRAVELLER** is advising travellers to New Caledonia to expect disruptions as ongoing protests block roads into and out of Noumea and to Tontouta International Airport.

The current advice level remains at "exercise normal safety precautions."

## TA Canadian reps

**TOURISM** Australia advises it has appointed VoX International as its representative office for the Canadian market.

VoX will assist Tourism Australia forge tighter relationships with the Canadian travel trade, tour operators and airlines to promote Australia as a holiday destination.

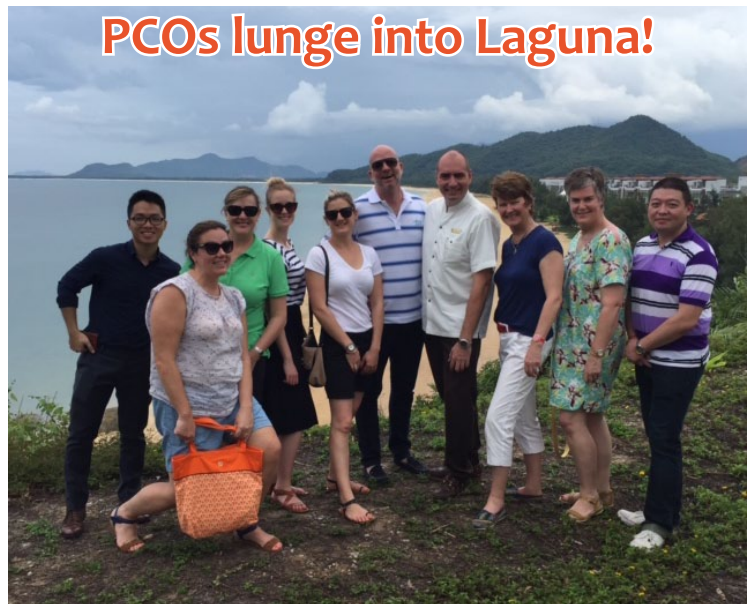
## Tassie earlybirds

**LIFE'S** an Adventure has released its earlybird specials on select Tasmanian walking tours.

Book by 12 Sep to save \$300 per couple on a walking tour of the Bay of Fires, Bruny or Maria Island, The Freycinet National Park or the 3 Capes on the Tasman Peninsula.

The specials for the three-day walks start from \$999 - more at [www.lifesanadventure.com.au](http://www.lifesanadventure.com.au).

## PCOs lunge into Laguna!



## RWC \$1bn pay off

**THE** Rugby World Cup 2015 is set to generate £1 billion for the transport and tourism industry, according to GoEuro.com.

The forecast would make the event the biggest generator of tourism since the 2012 London Olympics, as London prepares to host 20 teams, over 440,000 international visitors and over 2,200,000 Brits in 11 cities.

The host cities will generate between £3.5m (\$7.5m) and £197m (\$420m) from inner-city transport, accommodation and food & beverage sales during the RWC, GoEuro.com said this week.

**ABOVE:** Senior incentive buyers from Melbourne and Sydney visited The Laguna Lang Co, Central Vietnam complex recently on a five-day visit organised by MHF Marketing & Banyan Tree.

The group (**pictured** above, with area gm, Michael Zitek), were treated to a range of dining experiences including a Vietnamese Cooking School, dinner in the Saffron Thai Restaurant overlooking the beach and a farewell dinner on the beach under the stars.

A highlight of the trip was a visit to the Seedlings Restaurant in the UNESCO World Heritage site of Hoi An.

## Corporate Travel Consultants - QBT

A member of the Helloworld Group



- New opportunities for experienced Multi-Skilled Travel Consultants to join QBT
- Various locations (*Brisbane, Canberra, Sydney and Perth*)

Due to business growth at QBT, we are seeking expressions of interest for exciting opportunities for experienced Multi-Skilled Corporate Travel Consultants looking for the next move in their travel career. Following on from QBT's success with being appointed the Sole Travel Management Provider for the Whole of Australian Government, this is a fantastic opportunity to be part of an evolving TMC.

As a QBT Corporate Travel Consultant, you will work in a busy professional environment, contributing to a team very passionate about travel and delivering exceptional customer service.

Each day in this role, you will utilise your specialist technical travel skills to service our clients' requirements from initial enquiry through to their journey return. With each enquiry, you will draw upon your customer service talents to comfortably and confidently engage with our clients.

As a member of the Helloworld Group - working at QBT will provide you the opportunity to be part of Australia's leading integrated travel business. The group encompasses travel brands providing franchised retail services, wholesale products, specialist government and corporate business travel and ticket distribution services across eight countries.

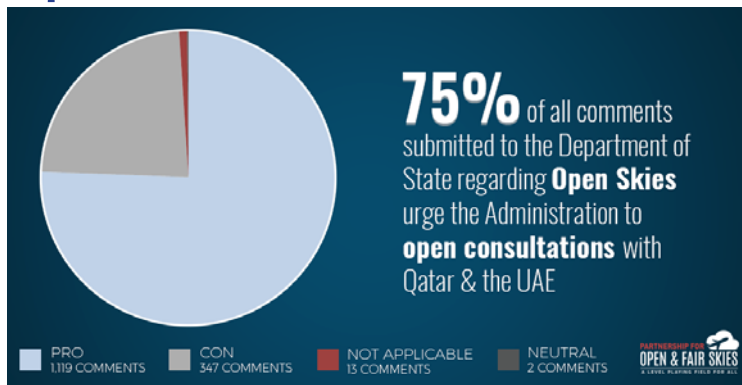
At QBT, you will join a team that truly believes in 'Business travel made simple'.

To apply please send your CV stating position reference DQBT and your preferred location to [careers@qbt.travel](mailto:careers@qbt.travel)

**QBT** Business travel made simple



# Open & Fair Skies insist on action



**THE** Partnership for Open & Fair Skies has this week once again urged the Obama Administration to act with haste on a decision as to how it will address alleged Gulf carrier subsidies.

It's the latest push from the group which represents American Airlines, Delta Air Lines & United Airlines, a number of airline pilot and flight attendant unions and other organisations trying to freeze the growth of Emirates, Etihad Airways & Qatar Airways into the United States.

Despite officially closing the docket on 03 Aug, the US Govt has continued to post comments on the case in recent week.

The group says the "chorus of voices" demanding action has risen from two-thirds to now be three-quarters of 4,000 (**above**).

"The docket shows that without a doubt the Obama Administration must take fast

action to address the more than \$42 billion in unprecedented subsidies that are keeping the Gulf airlines afloat and harming American aviation jobs," group spokesperson Jill Zuckman said.

"An overwhelming majority has called on the U.S. government to stand up and enforce our trade agreements.

**MEANWHILE**, pilots, flight crew and aviation personnel held a rally at Oakland International Airport yesterday to create more noise about the allegations.

The group insisted the US Govt to "stand up for workers".

"More than 10,500 aviation jobs in the Bay Area, and 22,000 throughout California, are at risk from the Gulf carriers as they flood the market with huge airplanes and divert passengers from US airlines," Captain Chip Hancock from the Southwest Airlines' Pilot Association said.

## Japan seminar invite

**JAPAN** National Tourism Organization (JNTO) is reminding travel agents and airline reps to register for the Japan Endless Discovery Seminar on 08 Sep.

The seminar will feature presentations from tourist spots in Japan such as Tokyo, Takayama, Toyama & Hiroshima.

Registrations close 04 Sep, email [visitjapan.mel@gmail.com](mailto:visitjapan.mel@gmail.com).

## Viator adds tours

**OPEN-LISTING** travel platform, Viator Marketplace has added over 330 new tours and activities from Australia and New Zealand since its launch in Jun.

## Perth T1 makeover

**MORE** details have today been revealed on Perth Airport's \$1 billion redevelopment program of the Terminal 1 facility.

The \$51 million makeover of the forecourt includes a 27 metre landscaped plaza with two new food and beverage outlets and a Samsonite, Smarte Carte and LS Travel store.

Emirates Leisure Retail will open two new food and beverage outlets, which can be accessed from both inside and outside the terminal.

There will also be a licenced café/bar with alfresco dining area and a Grab & Go coffee and fresh produce store.

## TNZ, THAI India drive

**A NEW** joint campaign between Tourism New Zealand, Auckland Airport and THAI Airways Int'l has been launched this week to drive "high-value" travel out of the India market.

Running until the end of Sep & for travel until Mar, the promo aims to build on a 30% growth achieved through a previous joint venture between the parties out of the Indian market.

The pact between TNZ and AKL aims to deliver 50,000 India visits by 2017 out of key hubs.

## QR/AT codesharing

**FROM** today, Qatar Airways and Royal Air Maroc will code-share on routes across Royal Air Maroc's West African network and on both airlines routes between Qatar and Morocco.

The partnership will provide a greater choice of flights and improved frequent flyer benefits.

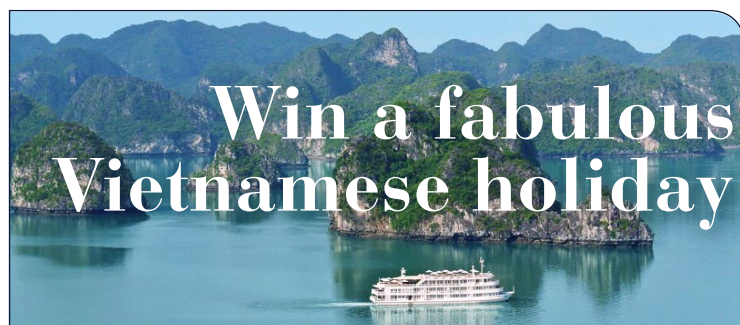
## Record profit for FJ

**FIJI** Airways has reported a pre-tax operating profit of FJ\$17.5 million for the first six months of 2015 - the best in the company's history.

Chairman Nalin Patel said the key driver was a 6.7% increase in passenger numbers, which drove a 4.7% rise on overall revenue.

Acting ceo David Bowden said both international and domestic operations had contributed.

"Our results are also sustainable with any fuel price upsides realised being largely offset by foreign currency exposures on aircraft US dollar-based loans and Australian dollar revenue streams," he said.



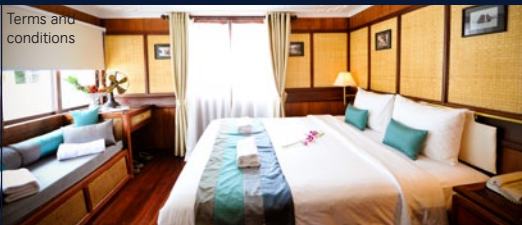
## Win a fabulous Vietnamese holiday

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)



14. How many cabin categories does Bhaya Classic have? Name them.

[CLICK HERE](#) for a hint.



**Travel Daily** is Australia's leading travel industry publication.

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#### **FINAL DAYS**

##### **CORPORATE SALES MANAGER**

**MELBOURNE – SALARY PACKAGE TO \$95K+**

This global travel company is seeking an accomplished Business Development Manager to acquire new corporate travel business, targeting the middle market. You will be focusing on new business opportunities & generating leads, to obtain consistent revenue growth. If you possess strong negotiation skills & have the ability to form long standing relationships, then this role is for you! With this leading TMC, your career will be put in number one spot.

#### **GROWING AT A RATE OF KNOTS**

##### **PRODUCT MANAGER – EUROPE & MIDDLE EAST**

**MELBOURNE – SALARY PKG \$70K + BENEFITS**

This product role will see you joining a reputable & well respected travel company in one of the busiest departments, managing the company's largest and most well-known products (Greece, Turkey, Egypt & the Middle East).

Experience as a Product Manager, development & negotiation skills, leadership qualities, contracting & brochure production experience, together with the ability to work under pressure & strong business acumen are essential.

#### **AS GOOD AS GOLD!**

##### **NATIONAL ACCOUNT MANAGER - HOTELS**

**BRISBANE/SYDNEY – FROM \$80-\$85K ++**

A great new opportunity exists to join this hotel brand as a National Account Manager. You will handle a portfolio of corporate clients building & developing relationships, building strategic business plans, delivering key objectives, sourcing for new opportunities & converting into sales.

Previous hotel experience essential, along with strong account management, presentation and negotiation skills. A great salary package on offer for the right candidate!

#### **FAST FORWARD YOUR CAREER**

##### **ACCOUNT MANAGER**

**MELBOURNE – SALARY PACKAGE \$75K-\$100K (OTE)**

Working for the leaders in corporate travel, 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 large high profile corporate clients. 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!

#### **DEVELOP & GROW!**

##### **ACCOUNT MANAGER/BUSINESS DEVELOPMENT**

**BRISBANE – OTE \$75K +**

An exciting 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 years experience in corporate travel sales, great networking, presentation & relationship building apply now!

#### **SENIOR SALES LEAD FROM THE FRONT**

##### **NATIONAL SALES– LEADING TMC**

**SYDNEY/BRISBANE/MELBOURNE –\$200K 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.

#### **ARE YOU A LION IN A CAGE?**

##### **DIRECTOR OF FINANCE**

**SYDNEY – EXECUTIVE SALARY PACKAGE - \$150K+**

Looking for a financial dynamic wizard whose leadership skills can help this TMC soar. To succeed in this role you must demonstrate strong travel industry finance experience and exceptional team management ability. You will have full accountability for the Australia market with direct reporting into the CEO and Regional Finance Director. Are you a Senior Finance Manager who is wanting a move to Director of Finance? Let the lion out the cage, apply today!

#### **ACCOUNT MANAGEMENT TMC**

##### **SENIOR ACCOUNT MANAGER - TMC**

**SYDNEY – FROM \$90K+ DOE**

Are you the master in keeping relationships? We are looking for a strong Account Manager with 4 years + experience to join a market leader. You will be a polished and professional individual who knows how to deliver outstanding account management services for large market clients, building rapport and analyzing data to effectively manage their business. Strong communication and negotiation skills are essential. Take your career to the next step!

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*Working in partnership with the Australian Travel Industry*

### Travel Sales Representative

**Brisbane, \$60K + Car, Ref: 1860LM1**

Amazing opportunity! Need a change in your career? Love being on the road? This new opportunity will suit someone who has a passion for travel with strong sales background. We are looking for someone to be the face for to an award winning luxury tour wholesaler for QLD. You will be creating & maintaining relationships with industry & trade partners as well as representing the company at trade & consumer events. A role for those who can present confidently & enjoy client interaction!

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

### Business Development / Sales Manager

**Sydney, Competitive + Bonus, Ref: 8581SJ3**

Do you have sound understanding of Corporate Travel Sales, BD experience and a proven sales record? A leading Travel Management company are looking for a new BDM to assist with their ongoing expansion across the travel market. You will be sourcing new leads, building rapport and developing relationships with key prospects. Targeting the SME market there is fantastic earning potential and this is a great chance to develop your managerial and corporate travel experience with a leading TMC.

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

### Inbound Operations Manager

**Melbourne, Competitive Salary, Ref: 1870KF1**

Leading wholesale travel company in Melbourne are currently seeking an Inbound Operations Manager. The main purpose of this role is to ensure that all operations for your clients are completed in a timely manner. You will develop and maintain excellent working relationships with all suppliers and service providers. You will oversee logistical movements throughout Australia and be the go to person for your team to resolve issues on the ground. An outstanding opportunity for the right person!

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

### Corporate Consultant

**Perth, \$50-55k, Ref: 1879DV3**

My client is looking for a high-achieving Corporate Consultant to become part of their successful team! This is an outstanding opportunity to work in a supportive team environment, work on sought-after lucrative products and be surrounded by fellow experienced consultants! The lucky Corporate Consultant will need to have excellent experience within the travel and have experience with corporate clientele! You will be able to work in a fab environment and be rewarded for your endeavours!

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

### Corporate Travel Consultant

**Brisbane, up to \$55K + Comms, Ref: 1881SZ1**

Do you wish to be part of a growing team, multi award winning and managing high profile accounts? Our client is looking for a trained Corporate Consultant with a good understanding of both international and domestic travel booking. Strong GDS knowledge is a must and an ability to work both autonomously and within a team is essential. You will have the potential to earn what you are worth and a commission structure to see you make a solid income for yourself. CBD, Monday to Friday only.

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

### Senior Travel Consultant

**Sydney, \$50K + Bonus, Ref: 1311MB1**

Don't miss this fantastic opportunity to get your work/life balance back. We are looking for an experienced Travel Consultant who is looking for their next challenge but wants to specialise in high end leisure and some corporate Travel. Work for a well-established company in new office in CBD. No two days will be the same with a mix of face to face and email consulting. Work for Australia's fastest growing company. Excellent salary + bonuses with opportunities for career progression.

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

### Inbound Group Travel Specialist

**Melbourne, Up to \$60k, Ref: 1869KF1**

I am looking for an experienced Travel Industry professional with group reservation experience. If you are an inbound travel consultant and looking for a new challenge, a role with a difference or you have solid group travel reservations background and would like to work as an Inbound Group Specialist then this is the role for you. This leading travel company are expanding and have a fantastic opportunity for you to develop your career and create some outstanding itineraries for your clients!

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

### Travel Consultant

**Adelaide, \$60k, Ref: 1662DV2**

This is a fantastic opening and a great opportunity for an experienced Travel Consultant to join a refreshingly vibrant and successful travel agency in central Adelaide. My client is looking for a confident experienced travel specialist individual who is comfortable handling all types of clients and who is confident when speaking about travel destinations. The successful Travel Consultant will therefore require a strong travel background and a mature outlook to be considered for this role.

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



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