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Travel Daily

First with the news

Monday 31st August 2015

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NZ industry celebrations

KEY Australasian suppliers were highlighted last Fri night in New Zealand, with the second annual NZ National Travel Industry Awards taking place in Auckland.

Modelled on the Australian NTIA, AFTA ceo Jayson Westbury was hailed for his contribution to developing the event which was attended by more than 600 travel agents and suppliers.

The biggest winner on the night was Air New Zealand, which took home the Best Agency Support and Best International Airline - Online award, confirming its close relationship with the NZ travel agency sector.

Amadeus ceo Tony Carter was thrilled to accept the Best Technology Supplier category, while Globus' Troy Ackerman took home the Best Tour Operator gong for the second year running.

Other key category winners included Lufthansa for Best International Airline - Offline and Carnival New Zealand (P&O, Princess and Cunard) which won the Best Cruise Operator award.

The "Best Broker" category was taken out by NZ Travel Brokers, a national network of self-employed Travel Brokers.

Helloworld-owned Go Holidays was the Best Wholesaler, while the Best Travel Agency Brand category was taken out by House of Travel, which owns TravelManagers and Specialist Holidays in Australia.

More from the NZ NTIA on **pg 6**.

Today's issue of TD

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

- AA Appointments jobs
- Atlantis The Palm
- Corporate Traveller job ads

QF nanodot update

THE Federal Court has rejected an appeal by Consumer Affairs Victoria to have \$250,000 in fines against Qantas and Alpha Flight Services increased for selling nanodot magnets (**TD** 06 Jan).

Halong Bay giveaway

TODAY is the last day to enter our Aug comp to win an amazing cruise on Halong Bay - see **pg 8**.



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QF justifies Joyce pay

QANTAS has cited pay freezes imposed on its top executives in recent years as justification for hefty bonuses paid following the carrier's one-year turnaround.

In an official statement, Qantas chairman Leigh Clifford said the payments reflected Qantas' market value which he said has quadrupled from \$2b to \$8b in three years.

Qantas CEO Alan Joyce will take home a bonus of \$11.9 million for his role after previously having his pay frozen since 2011 and cut by 40% last year, with no incentives.

"The payments to executives are being made because some very tough performance hurdles have been met and exceeded.

"The number of share rights awarded and the performance hurdles that determine whether they are paid to the CEO were agreed to by more than 98 per cent of our shareholders at our 2012 AGM," Clifford reasoned.

He added the carrier's return to profit has enabled it to pay "up to 28,000 staff a share of \$90 million in bonuses in acknowledgement of the 18-month wage freeze they have agreed to".

FC vows to defend ruling

FLIGHT Centre managing director Graham Turner has said the organisation will continue to "vigorously defend our position" in the long-running airfare price fixing case against the ACCC.

The Australian Competition and Consumer Commission declared its hand last Fri, saying it would be seeking special leave of the High Court to appeal the decision (**TD** breaking news).

"We are disappointed that the ACCC has chosen to continue this action and are surprised that the ACCC has not accepted the clear and unanimous judgment of a Full Court that included the highly respected Chief Justice of the Federal Court," Turner stated.

ACCC chairman Rod Sims said the case was being re-contested as it was concerned consumers would not have seen the benefit of lower ticket prices offered by the airlines direct to the market.

"This case also raises important issues for the application of competition laws in Australia in the future, as online offers are increasingly being made directly to consumers by both agents and their principals," Sims added.

The decision of 31 Jul by the Full Court of the Federal Court overturned a previous decision that Flight Centre had breached the Trade Practices Act by influencing three airlines not to offer fares lower than its prices.

The Federal Court ordered the competition watchdog to cover all Flight Centre's legal costs & refund an \$11 million fine with interest.

JQ NZ regional routes

FIVE new routes and four new destinations in regional New Zealand will join the Jetstar route network after the carrier unveiled its debut foray into regional hubs.

Nelson, Napier, New Plymouth, Palmerston North will each be directly linked to Auckland, while a service between Nelson and Wellington will also be added.

NSN-AKL and NPE-AKL will begin service from Dec in time for the busy holiday season, with NPL-AKL, PMR-AKL and NSN-WLG set to take off from early next year.

Launch fares starting from NZ\$45 each way are now on sale.

Travel Daily
 on location in
Adelaide

Today's issue of **TD** is coming to you from Adelaide as the **2015 TravelManagers National Conference** comes to an end.

MORE than 170 Personal Travel Managers (PTMs) converged in Adelaide over the weekend for the group's eighth national conference.

The theme of the event was "Focus", with House of Travel Australia ceo Joe Araullo telling attendees "it's about moving forward and what we have to do to get things right".

Adelaide Convention Centre welcomed PTM's and suppliers on Day 1 to learn about all the latest developments at TravelManagers including the launch of the new smartphone apps (see **page three**).

Focus on Success was the topic for the keynote presentation delivered by international expert in entrepreneurship, innovation, and success psychology, Matthew Michalewicz.

Attendees were transferred to the National Wine Centre that evening for the welcome function themed "A Taste of South Australia" which showcased the state's quality wines, fresh seafood & produce.

The next two days saw PTM's engage with suppliers during Show & Tell sessions and workshops, attend a memorable Sporting Legends dinner at The Adelaide Oval, participate in events to support and raise \$16,553 for the Little Heroes Foundation.

Proceedings finished with an inspiring keynote presentation by Olympic Skiing Gold Medallist Alisa Camplin to close the official sessions.

Last night saw attendees glam up in their suits and frocks for the annual gala dinner and awards ceremony (see **page six**).

See **TD** on Facebook for photos from the three-day conference.

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TM unveils real-time app

TRAVELMANAGERS has formally launched its new client smartphone app available on Apple devices, with an Android version to follow next month.

The new app, first hinted at last year's conference (**TD** 18 Aug 2014), was shown to hundreds of delegates at the company's 2015 National Conference in Adelaide on the weekend, to which it received a rousing ovation from Personal Travel Managers (PTM).

TravelManagers claims to be the first home-based agency group to launch an app for PTMs and their customers that is interactive and live in real-time.

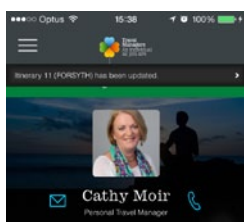
Two apps built for parent company House of Travel NZ in the last 18 months "provided a foundation for us to build an app for TravelManagers and customise it for you", HOT group commercial director Bill Lawler told delegates.

The TravelManagers app has been designed for client convenience, more so as a post-sale customer service initiative.

Through the app, clients have the ability to view full details of their itineraries, browse and book extra activities (all commissionable back to the PTM), obtain weather reports for destinations, check currency exchange rates and search for one

of the 480-plus PTMs by name or postcode (**pictured** below).

TravelManagers executive gm



About Me

I look forward to helping you plan the trip of a lifetime. I love working out complicated itineraries and am an expert in selling cruises. Travel is my passion.

Michael Gazal said "the feedback has been impressive", referring to a testing period conducted over the last few weeks with ten volunteer PTMs.

"It's important for us to go through this pilot phase, making adjustments and fixes on a daily basis, to

ensure that when we launch the Apple App in late September, we are offering the best possible version," said Gazal.

The app will be available at a \$100 subscription fee to PTMs, for two years unlimited access.

"We are looking for PTMs who are committed, and this fee is purely about commitment."

"We are always looking at how we can add value and the new app has created another channel and opportunity for a touch point with customers," Gazal told **TD**.

Lawler urged PTMs to make the new app a part of their business.

"The app needs to be a part of your daily life...it needs to be part of every conversation you have about travel with your customers", he said.

Lawler told **TD** the company will continue to make improvements to the app along the way and are already looking at adding a travel insurance feature.

America keen for Aus

BOOKING data from Expedia for the second quarter of 2015 has revealed a 70% year-on-year explosion in demand for Australia from North American travellers.

Released today, the data shows Americans are keen to escape the US winter, with searches for a stay in Dec skyrocketing 70%.

The Expedia data cited the strengthening US Dollar against its weaker Australian counterpart as a major catalyst for the strong forward booking estimates.

Expedia director of market management Asia-Pacific David Hamblin has urged hotels to stay aware of trends to ensure they capitalise on the positive outlook.

He urged hotel operators to understand the booking window of their target market, be mobile ready, accept local payment customs and local currencies, offer refundable room rates and ensure website are well detailed.

Domestic operators are shoring up for a long period of prosperity, with economists predicting the AUD woes will continue until at least the end of 2016.

MEANWHILE, the love appears to be reciprocal, with Flight Centre md Graham Turner saying last week the downturn in the AUD has not dampened interest in the US by Aussie travellers.

According to the Australian Bureau of Statistics, short-term departures from Australia to the US grew 5% in 2014/15, while competition among airlines also remained healthy.

Robbie Williams tkts

FOUR agents have been chosen as the winners of two tickets each to Robbie Williams' upcoming performances in Australia as part of World Journeys' incentive run exclusively in **Travel Daily**.

Congrats go to Kylie Denham, helloworld Settlement City; Adam Townson, Travel Associates; Amy Bradley, Phil Hoffmann Travel and Brooke Wood from helloworld Mornington Travel Centre.

Window Seat

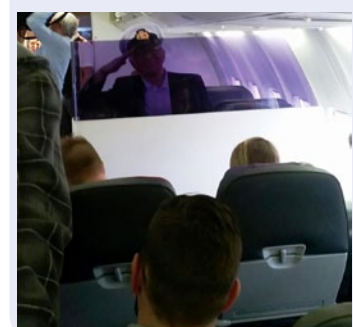
WE'VE heard of The Love Boat, but is this the first "Love Flight?"

Passengers on Virgin Australia flight VA428 bound for Adelaide last Fri were graced with the company of a different type of Captain in their cabin.

The team from Princess Cruises ran into some difficulty checking in a cardboard cut-out of the love guru himself, Captain Stubing, which was to be used as a prop on their booth during the TravelManagers National Conference Show & Tell sessions.

After failed attempts to fold him in half and check him through as excess baggage, the VA cabin crew had no choice but to upgrade the incomparable Captain to Business Class (**pictured** below).

Stubing seemed to work his charm on passengers too, with a Princess Cruises representative accompanying the Captain telling **Travel Daily** "a lot of the passengers disembarked looking extremely happy".



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TIME function all full

TRAVEL Industry Mentor Experience (TIME) founder Penny Spencer has advised the coming graduation and networking event on 02 Sep is oversubscribed.

Spencer said those keen to attend future events should keep an eye on the TIME website for dates and to contact program manager Marie Allom through time@travelindustrymentor.com.au for details on how to attend.

Monday 31st August 2015

Rex suffers profit drop

REGIONAL Express Holdings' financial results revealed a 12.8% drop in profit for the airline of \$9.3 million for the year ending 30 Jun 2015, representing the third consecutive profit decline since FY13.

The expected bottoming out of passenger numbers did not materialise and instead dropped a further 0.8%.

Rex executive chairman Lim Kim Hai pointed to difficult trading conditions to explain the figures.

"Trading conditions of regional aviation continued to deteriorate in the period under review and resulted in 19,500 fewer Rex passengers travelling on its non Queensland regulated network or a reduction of 1.9%," Lim said.

Despite the results, Lim said the Group is "quietly confident", following the airline's win of the Qld Government's regulated routes tender, which saw Rex add three Qld regulated routes.

The number of Qld ports served by Rex increased from seven to 24 during the second half of FY15, despite the "drastic deterioration" of trading conditions in the last quarter of the financial year.

Shareholders shouldn't hold their breath for a payout, with the Rex Board deciding to defer its decision to pay dividends to its AGM in Nov due to uncertain trading conditions.

UA Aus 787-9 switch

UNITED Airlines will operate Boeing 787-9 *Dreamliner* aircraft on all Australian routes from Mar 2016, the carrier has announced.

Already flying to Melbourne, the 787-9 will replace the existing 777-200 aircraft on daily flights from San Francisco & Los Angeles effective 27 & 28 Mar respectively.

UA's -9 *Dreamliner* is configured with 252 seats in two cabins.



PTM cook up a storm in Adelaide



ABOVE: This group of Personal Travel Managers were treated to a special gastronomic experience in Adelaide last Fri to kick-start the eighth annual TravelManagers conference in gourmet style.

Led by InterContinental Adelaide exec chef Tony Hart, the group ventured to the Adelaide Markets to collect ingredients, returning to the hotel to participate in a Masterclass at the hotel's Japanese Shiki restaurant.

Tony tested the group's culinary abilities, tasking them to prepare

an entrée and main meal comprising of Shiki-style prawns and ocean trout.

PTM Judy Gillings told **TD**: "It was such a great experience from going to the markets and tasting the local produce to learning how to prepare the food and eating it, which was to die for."

Pictured are PTMs Haydn Deane, Judy Gillings, Rosa Frigel, Tony Hart (InterCon Adelaide exec chef), Marlene Lane (TM marketing), Georgina Grandi, Meghann Roberts & Debra Deane.

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Celebrity **X** Cruises

Anaheim fishing for luxury hotels



VISIT Anaheim is pushing for Australian travellers to stay longer and see more when in Orange County, California.

In Sydney last week as part of a three city roadshow, Visit Anaheim ceo Jay Burress said Australia remains the largest long-haul market for what is the home of Disneyland, with Aussies staying on average six nights on their first time visit to the region.

However Anaheim is so much more than just Disney, he said, with an emerging 'foodie' scene

gathering momentum as new craft breweries move in.

Gourmet restaurant options are thriving, such as those at the Packing House precinct, as well as entertainment/nightlife areas.

Coupled with Disneyland, Anaheim is becoming "a complete destination experience," he said.

"Anaheim continues to re-invent itself to make sure it appeals to repeat travellers & new markets."

The ceo also told **Travel Daily** Anaheim is enticing new higher-end 4-diamond (4-star) hotels to Anaheim, which would lure the luxury traveller - a travel sector Burress says Anaheim has not fully catered for in the past.

Some 250 agents attended the Anaheim showcase which also visited Brisbane and Melbourne.

Burress, who was on his first roadshow visit to Australia, said the trade "has been so good for us for so long. We are here to see what we can do for them."

Talks with local partners for consumer promos, partnerships and advertising campaigns were underway, which would steer enquiries to the trade.

Pictured at the Sydney Seafood School are Jay Burress, Cynthia Schmitt, Citadel Outlets; Shaun Robinson, Hilton Anaheim and Tristan Freedman, Universal Studios Hollywood.

Oman fam rego links

THE Sultanate of Oman Ministry of Tourism was inundated with requests from agents seeking more info on how to register for its mega fam in Nov, following **Travel Daily's** snippet last Fri.

Over nine days, agents will explore Muscat, Jebel Akhdar, Sur, Sharqiah, the forts & castles of Jabrin, Bahla and the ancient capital of Nizwa.

The trip departs on 05 Nov, with a participation fee of \$1,300 required to cover airfares, visa, accom, transport and meals.

To register interest to attend, **CLICK HERE** and to be eligible, complete the modules of Oman's online training modules at training.tourismoman.com.au.

Registrations must be submitted by close of business on 18 Sep.

Tas Tourism EOI

OVER 52,000 visitors flocked to Tasmania's National Parks in 2014-15, as the state government works to make the parks more accessible and inviting.

The govt aims to do this by building its reputation through its EOI process, the \$8m Parks High Priority Infrastructure Fund, the online sale of Parks passes and additional track upgrades.

MEANWHILE, the govt has committed \$50,000 to fund a road safety awareness campaign targeting int'l and interstate visitors, to curb motor accidents.

QR returns to Nagpur

QATAR Airlines will reinstate its Doha-Nagpur route from 01 Dec as part of the airline's strategy to increase demand.

QR served Nagpur from Sep 2007-May 2009, but stopped due to poor passenger traffic.

The daily service will be operated using Airbus A320s.

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Tyler departing IATA

TONY Tyler, director general and ceo of IATA will retire in Jun after five years in the role.

Before joining IATA, Tyler was ceo of Cathay Pacific Airways, while also serving on the IATA Board of Governors as chairman from Jun 2009-Jun 2010.

A successor will be appointed at the IATA Annual General Meeting in Dublin in Jun 2016.

More Vib locations

BEST Western International has signed deals to open five more Vib hotels by 2016.

The new properties include a 200-room in Los Angeles, 150-room in Miami, 81-room in Staten Island, 112-room in Little Rock and 90-room in Springfield.

AFL Rd 22 Winner



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CONGRATULATIONS

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from **Sorrento Travel and Cruise**

Sonia is the top point scorer for Round 22 of **Travel Daily's** AFL industry footy tipping competition. Sonia has won a High Tea cruise for two from Captain Cook Cruises.



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Win a SWATCH watch



This week, Switzerland Tourism is giving away a funky Swatch watch valued at \$75 to one lucky agent. At the end of the four-week competition (24 Aug - 18 Sept), the agent with the best answers over that time will win the ultimate prize hamper comprising a Victorinox suitcase, a beanie, mittens and flip-flops, valued at \$900. Don't miss out!

Home to 40 museums, Basel is a city of culture with the highest concentration of museums in the country. The contrast between new and old is celebrated with various events throughout the year.

To win the watch have the best answer to all the questions. Send all of your answers to switzerland@traveldaily.com.au

Which river runs through Basel and why is it an important waterway for the travel industry?

Basel

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Brochures

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. 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.



Australian Air Holidays - King Island Golf

Australian Air Holidays has released one-, two- and three-day packaged golf tours to King Island. The brochure details the itineraries, which include return flights from Essendon to King Island. The one-day itinerary offers golfing at either Cape Wickenham or Ocean Dunes while the longer tours golf at both locations and the three-day tour includes a day at leisure. Accommodation is at Parers Hotel or Island Breeze Motel and the first departure is 20 Nov.



AAT Kings - Australia 2016-2017

AAT Kings' new brochure offers a selection of Guided Holidays, flexible Short Breaks, Day Tours, boutique small group Inspiring Journeys and Aussie Adventures. Highlights include Kimberley cruise options, outback Queensland itineraries and a stay at Hamilton Island Resort. Activity options include exploring a national park with a botanist, wine tasting in Tasmania, a dot painting lesson in Central Australia and a traditional smoking ceremony in Mossman Gorge.



APT - USA 2016

15 all-inclusive holidays are featured in APT's new brochure, which covers Mississippi and New England Island cruising and land journeys which venture to the East and West coasts, as well as the Deep South. New to the brochure is the 24-day Grand Southern Charm and the 17-day West Coast Wonders journey. Signature Invitations and Freedom of Choice sightseeing options have also been added, such as a visit to New Orleans' Van Benthuyzen-Elms Mansion.



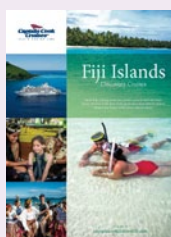
Kirra Holidays - New Zealand 2015/16

Kirra Holidays' brochure takes an in-depth look at each of New Zealand's regions so clients can mix and match to suit their needs. New to this year's brochure is extended self-drive and motorhome packages, additional sightseeing and accommodation options and adventure product such as the Landsborough White Water Rafting Experience. The brochure also offers a selection of itineraries, cruises, guided walks and cycling adventures.



Adventure World - South America 2015/16

Adventure World's new South America brochure reintroduces tour offerings in Peru, Chile Argentina, Brazil and Mexico in response to demand for in-depth options in each country. Also new is an expanded range of tour options in Cuba, a five-day Rio Carnival package and a new Galapagos Islands itinerary. Experiences include cruising the Amazon, exploring Machu Picchu, staying with locals in Lake Titicaca and discovering the southernmost tip of South America, Patagonia.



Captain Cook Cruises - Fiji Islands 2015/16

The *Fiji Islands Discovery Cruises* brochure features three-, four- and seven-night Mamanuca and Yasawa Island cruises and their Remote North and Lau Group Cruises including the seven-night 4 Cultures Discovery Cruise, the seven-night Colonial Fiji Discovery Cruise and the 11-night Lau and Kadavu Discovery Cruise. The brochure also provides information on the accommodated cruise ship, *MV Reef Endeavour*, day and dinner cruises and wedding, romance and spa packages.

New Zealand's NTIA

THE New Zealand travel industry kicked up its heels last Fri night, with the second annual Travel Agents Association of NZ NTIA gala dinner taking place at Auckland's fabulous Museum of Transport and Technology (MOTAT).

Major sponsors included Air New Zealand, which also put on a fabulous after-party with an amazing cover band singing hits from across the decades, helping Air NZ celebrate 75 years.

More pics from the night at facebook.com/traveldaily.



ABOVE: TAANZ ceo Andrew Olsen; TAANZ chairman Peter Barlow, BCD Travel and AFTA ceo Jayson Westbury.



LEFT: Andrew Bowman, md of First Travel Group with Sabre Pacific's Jeremy van de Klundert.

BELOW: CVFR Travel Group's Ram Chhabra and Nidhi Menroy crossed the ditch to attend the NZ NTIA.



BELOW: Cam Wallace, Air New Zealand chief commercial officer with TAANZ ceo Andrew Olsen.



BELOW: Retro Air NZ flight attendants.



LEFT: Gia Acitelli from Virgin Atlantic announcing the Best Broker category winner, Debbie Bradford of NZ Travel Brokers.



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BELOW: The popular TM flash mob made its annual appearance, once again ending the night with the National Partnership Office entertaining PTMs with a rehearsed dance item.



RIGHT: Spirit Award recipient PTM Nicole Edgar with TravelManagers Australia Chairman, Barry Mayo.



ABOVE: Melanie Carter took out the Advocate Award, a new category judged by the Partnership team for PTMs who are advocates for the brand. Mel is pictured here celebrating with fellow PTMs Kerrin Poupos and Julie Lunn.



RIGHT: Queensland Business Partnership Manager Karen Dowling congratulates PTM James Hermiston on two gongs - Top PTM QLD/NT 2015 and Top 10 PTM 2015.



Top Travel Managers recognised at awards gala

LAST night's gala dinner capped off a jam-packed weekend in Adelaide for almost 250 PTMs and suppliers who attended the TravelManagers National Conference in Adelaide.

Held in the Panorama Ballroom at the Adelaide Convention Centre the top performing PTMs in 2015 were recognised for their achievements on the night.

BELOW: Winners are grinners! Proud PTMs recognised for their dedication and achievements last night.



The emcee for the evening was Comedian-Ventriloquist Darren Carr who had the audience in stitches with laughter.

TravelManagers executive gm, Michael Gazal said "We hold

this evening as an opportunity to acknowledge the people in our network who have achieved great success, and it's also a time for the National Partnership Office to be proud to acknowledge you".

The night ended with delegates hitting the dance floor to the tunes of a live band - it was the perfect ending to a busy but productive conference weekend.

For the complete album of more winner photos from last night's event and conference activities, see **Travel Daily** on Facebook at www.facebook.com/traveldaily.



RIGHT: Top PTM NSW/ACT Ric Pattaro with winner of the Dedication Award, Lisa Metzl, for celebrating 10 years working in partnership.



LEFT: TravelManagers celebrated another milestone, turning 10 this year with management and PTM Lisa Metzl pictured here cutting the cake.



ABOVE: Sydney PTMs Teresa Reyes, Lyn Tyson, Alma Araullo & Kylie Cilek looking glamorous on arrival at the Adelaide Convention Centre.

Excite awards famils



EXCITE Holidays has given away a five-night Thailand holiday and a Nevada famil this week.

The first prize went to Hannah Duong, from Hannah Travel who after selling the highest number of room nights in Thailand, won a five-night holiday at the Avista Hideaway Resort and Spa, Phuket.

The second winner was Francesca Labbozzetta from Marconi Travel, who will be the only Australian travel agent on a famil courtesy of Nevada Tourism, after selling the highest number of room nights across Nevada.

Pictured top are: Francesca Labbozzetta with Andrew Loving, Excite Holidays and pictured left, Lorinda Hollis, Excite Holidays and Hannah Duong, Hannah Travel.

Blue Mtns on St View

NATIONAL Parks & Wildlife Services have inked a deal with Google Street View to promote the Blue Mountains National Park.

"Partnering with Google, NPWS has now brought over 1,100 kms of national parks tracks, roads & waterways into homes, offices and mobile phones across the world since late 2014," said Environment Minister Mark Speakman - **CLICK HERE** for more.

SQ backs cycling tour

SINGAPORE Airlines has been announced as the new int'l airline partner of the Santos Tour Down Under pro-cycling race in Jan.

South Australia Tourism Minister Leon Bignell said having SQ onboard would help make the 2016 race "bigger and better".

"As a strong supporter of both sports & tourism, we are excited to be involved with this world class event," SQ's South Australia mgr Hugh Chevrand-Breton said.

Malaysia Airlines was the former partner carrier of the TDU.

Mantra supports Batty

THE Mantra Group has formed a charitable partnership with Australian of the Year, Rosie Batty.

Mantra's 4,000 team members across Australia will fundraise during the year to support The Luke Batty Foundation's Never Alone campaign.

The campaign aims to build support for victims of family violence and was launched by Rosie Batty after her son Luke was killed by his father in Feb 2014.

MAB licence approval

MALAYSIA Airlines has begun its transition to become Malaysia Airlines Berhad (MAB), after the carrier received its Air Operator Certificate from Malaysia's Department of Civil Aviation.

The overhaul of the national carrier will likely see a modular fare structure adopted, allowing customers to build their own fares (**TD** 10 Jun).

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Scenic reminder

SCENIC is reminding agents that there is one month remaining on its earlybird offers to South America, ending 30 Sep.

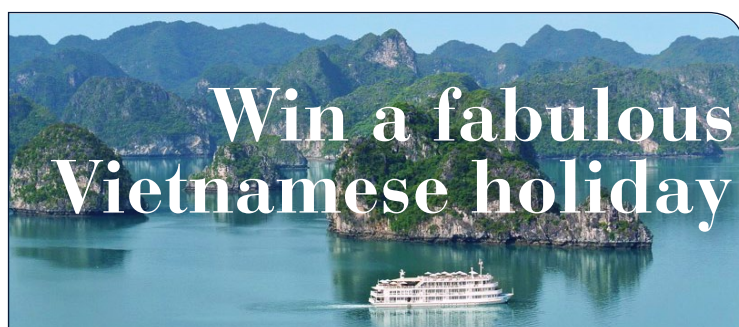
Discounts of up to \$1,500 per couple are available on trips of 12 days or longer - phone 138 128.

Japan Airlines to DFW

FOUR weekly services will be reintroduced between Tokyo Narita and Dallas/Fort Worth by Japan Airlines from Nov this year.

The route will be operated using Boeing 787-9 *Dreamliner* aircraft, according to OAG Schedules.

JAL last flew to the Texan city in late 2001 using MD11s, axing the route following the 9/11 attacks.



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
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21. Tell us in 25 words or less why you want to win this amazing prize.



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

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

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Publisher/Managing Editor: Bruce Piper

Editor: Guy Dundas

Assistant Editor: Matt Lennon

Contributors: Jasmine O'Donoghue, Jenny Piper, Sarah Piper

Editorial email: info@traveldaily.com.au

Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au

Business Manager: Jenny Piper - accounts@traveldaily.com.au

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

GLOBAL TMC – KEY ACCOUNTS

**CORPORATE KEY ACCOUNT MANAGER
MELBOURNE – PACKAGE TO \$135K + COMM**

As the Account Manager, you will be responsible for managing a portfolio of large market accounts with the objective of growing revenues in the corporate travel market, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to Executives. Previous Account Management experience essential.

EUROPEAN ADVENTURE

**PRODUCT MANAGER
MELBOURNE – SALARY PACKAGE OTE \$75K**

Rarely does an opportunity arise to join this travel company in a product management role. You will be responsible for managing the product strategy & achieving targets through promotional activity, training consultants, negotiating contracts, competitor analysis and more. Experience in product management in the wholesale travel sector, negotiation & relationship building skills required. Amazing package & benefits will be yours to enjoy! Apply now!

ESCAPE THE SOUTHERN CHILL

**BUSINESS DEVELOPMENT MANAGER – VIC/QLD
MELBOURNE – SALARY PKG \$63K + CAR + COMMS PKG**

Looking after the VIC/QLD market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Working as part of the business development team you will be on the road frequently & will be required to travel interstate regularly. Strong presentation skills together with extensive travel experience throughout China, Vietnam and/or the USA is req'd. Sales experience essential.

MAKE AN IMPACT TO CLIENT ACTIVITY

**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!

HUNT DOWN YOUR NEXT GREAT ROLE

**BUSINESS DEVELOPMENT MANAGER
SYDNEY – SALARY PACKAGE \$80K**

Create a valuable impression when you join this outstanding corporate travel company. You will have experience in sourcing and winning new business with great negotiation skills and a fantastic personality. Representing a well-known brand in the market you will be proud to be part of this vast organization, showing off your sales skills and getting new clients to sign on the dotted line. Your career development is assured, B2B hunters come running!

PLAY THE NUMBERS GAME

**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!

MAKE AN IMPACT!

**NATIONAL ACCOUNT MANAGER - HOTELS
BRISBANE/SYDNEY – FROM \$80-\$85K ++**

This growing hotel brand is looking for an experience Account Manager to join their national sales team. Handling a portfolio of corporate clients you will build & develop relationships, build strategic business plans, deliver key objectives, source for new opportunities & converting into sales. To be successful previous hotel experience is preferred, along with strong account management, presentation and negotiation skills. A great package on offer for you to enjoy!

JOIN THE BIG GUNS

**BUSINESS SOLUTIONS MANAGER (CORPORATE SALES)
BRISBANE – SALARY PACKAGE \$75K+ (OTE)**

Your role will be managing an existing client base assisting in the ongoing growth of the brand, whilst also using your polished sales skills to achieve new business & continued growth. You will support the AM team managing an existing client base, together with working with the BDMs to achieve new business leads. You will be responsible for identifying growth opportunities & travel trends in the industry, together with devising strategies to build new business.

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