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# Travel Daily

First with the news

Friday 11th December 2015

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## Steve's Creative say

**INDUSTRY** commentator and *travelBulletin* columnist Steve Jones has penned an exclusive column for today's *Travel Daily*, with his insights into the shock closure of Creative Holidays earlier this week - see **page 5**.

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## BARA service framework

**THE** Board of Airline Representatives of Australia (BARA) is calling for a "service quality culture" to be implemented across the country's airports, with current commercial agreements "generally patchy" when it comes to improving outcomes for passengers.

BARA executive director Barry Abrams has suggested that a new service level framework recently agreed with Sydney Airport could be rolled out more widely, following the ACCC's 2013-14 airport monitoring report which found while prices and margins for key Australian airports had increased, service quality had not improved or had deteriorated.

## NZ boosts Air China codeshares

**AIR** New Zealand is expanding its codeshare pact with fellow Star Alliance carrier Air China, with the CA code to be added to flights from Auckland to Adelaide, Cairns and Perth.

The move follows the inaugural Beijing-Auckland flight under the Air China/Air NZ alliance which touched down in Auckland yesterday evening.

Under the alliance CA will operate daily direct A330-200 flights between Auckland and the Chinese capital, while Air NZ will continue its daily 787-9 flights to Shanghai.

"While some parties continue to criticise the ACCC's report, as far as BARA can see the airports and international airlines are yet to engage at the level necessary to improve service quality," BARA said.

The BARA framework establishes two tiers of key performance indicators, with the first focusing on areas requiring a joint airport-airline effort to improve outcomes for airlines and passengers such as on-time-performance and baggage delivery.

The second tier covers activities more directly in the control of the airport operator, such as availability of runways, taxiways and baggage systems.

BARA is also pushing for some level of compensation for airlines in the event that flights are significantly delayed due to issues within the control of airports.

**MEANWHILE** All Nippon Airways is the latest BARA member, boosting the organisation's numbers to 32 int'l carriers.

ANA will tomorrow launch its new daily non-stop Sydney-Haneda flights, with the debut of its special Star Wars-themed 787.

BARA's members cover more than 90% of international passenger flights into Australia.

### Today's issue of TD

*Travel Daily* today has seven pages of news and photos, plus a full page from: **(click)**  
• AA Appointments jobs

## globalCARS savings

**GLOBALCARS** is offering savings of up to \$765 on 2016 deliveries of Citroen, Peugeot and Renault European lease vehicles.

The earlybird discount is valid for bookings confirmed by 31 Dec - more details 1300 789 992.

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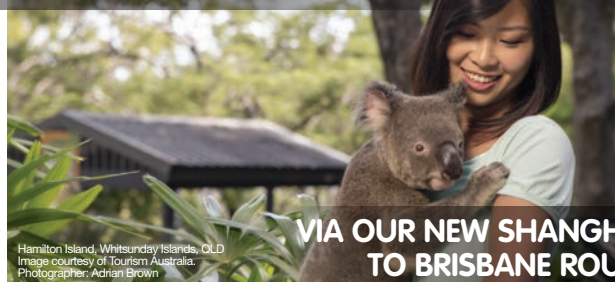
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## Astor to return 2016/17

**THE** arrival of CMV's premium cruise ship *Astor* in Fremantle yesterday after her 53-night journey from London came with two lots of exciting news.

Firstly CMV has confirmed her return to Australia for a fourth season in summer 2016/17; and moreover for the first time the 620 passenger ship will also spend a period home ported in Adelaide between Feb and Mar 2017.

*Astor* will offer three itineraries from Adelaide including ports of call at Kangaroo Island, Port Lincoln and in several towns in Tas.

This season *Astor* will again offer a variety of itineraries from Fremantle between now and mid-Mar.

CMV Australia ceo Grant Hunter said the company had been overwhelmed at how well the ship had been "accepted and supported" in Australia.

She arrived into Fremantle this week with a sold out cruise from London via Panama Canal to commence what promises to be an exciting summer of cruising.

"Already there is interest being shown in the 2016-17 summer Down Under," he said.

## Airline industry to soar in 2016

**THE** International Air Transport Association (IATA) has predicted an average net profit margin of 5.1% will be generated by global airlines in 2016, with total net profits of US\$36.3 billion.

The association has attributed the strengthening performance to lower oil prices, efficiency gains and stronger economies.

In the Asia-Pacific region profits are expected to grow from \$5.8 billion this year to \$6.6 billion, despite overall profits per passenger being forecast at \$5.13 for the region, well behind both the US and Europe.

Passenger capacity growth is expected to accelerate from 6.0%

in 2015 to 8.4% in 2016 as new aircraft are delivered largely to accommodate demand in the major emerging markets of India, Indonesia and China.

"The airline industry is delivering solid financial & operational performance," said Tony Tyler, IATA director general and ceo.

"Passengers are benefiting from greater value than ever - with competitive airfares and product investments."

IATA predicts in 2016, revenues will rise by 0.9% to \$717 billion as demand for passenger traffic grows by 6.9% and the cost of travel continues to decline.

Total passenger numbers in 2016 are expected to rise to 3.8 billion on 54,000 routes.

## BA surround sound

**NEW** "soaraway" 3D surround sound is being rolled-out for films screened on BA long-haul flights.

BA's in-flight entertainment manager Richard D'Cruze said the 3D surround sound added "a whole new dimension to watching your favourite movie".

The 3D sound can be accessed using normal headsets in all cabins, while BA is also rolling out new headphones offering better sound and greater reliability.

## Aegean + Starwood

**STAR** Alliance member Aegean Airlines has announced a new agreement with Starwood Hotels & Resorts, allowing Starwood Preferred Guest members to convert points into Aegean miles.

Aegean has a strong member base in Australia because of its generous earning rates allowing flyers to maintain high Star Alliance tier status levels.

## Europcar 'Selection'

**EUROPCAR** has launched a new "premium mobility service" in Europe which offers a range of vehicles in the Luxury and Fun categories.

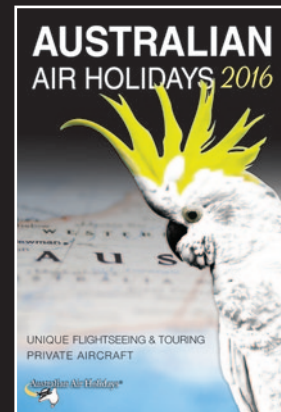
The service includes a specific model guarantee, VIP service via a dedicated rental counter, and exclusive 'Selection' phone number and websites.

Vehicles on offer include top of the line luxury options such as S-class Mercedes, Tesla Model S, Porsche and Range Rover Evoque as well as 'fun-class' vehicles like the Mini Cooper S Hatch and the Fiat 500 Abarth.

Dedicated 'Selection' locations will be established in main airports and railway stations in Belgium, France, Germany, Italy, Portugal, Spain and the UK with further expansion planned across Europe in 2016.

## AUSTRALIAN Air Holidays 2016

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## CWT: technology will prevail

**WEARABLE** and mobile tech is tipped to make a 'big impact' on travel programs in 2016, according to 63% of travel managers surveyed in the annual Carlson Wagonlit Trend report.

"The global traveller is now a digital traveller," the report said, adding that "the gap that used to exist between online adoption rates in different countries is now closing".

CWT vice president, David Moran said "travel managers have told us loud and clear that the traveller experience will play a major role in the 2016 travel program."

"As companies look at how to make traveller's lives easier, the role of the travel management company is evolving," he added.

However, with the threat of global terrorism making rounds in the media, topping the agenda for CWT corporate clients next year is the issue of safety and security - with 80% of respondents surveyed saying they expect it to have a "high or very high impact on their programs."

For the full report, head to [www.cwt-2016-tmtp.com](http://www.cwt-2016-tmtp.com).

### 3G on board airberlin

**AIRBERLIN** passengers will soon be able to use their 3G-enabled mobile devices to send text messages and surf the internet with the same quality as on the ground.

AB will be the first airline to offer the AeroMobile 3G eXPhone service in flight, with 3G connectivity to be installed across the entire fleet starting with its A330-200 aircraft.

Charges are set by passengers' home mobile service providers and added to their monthly bill.

## Star Sydney appoints

**THE** Star Sydney has today announced the appointment of Melinda Madigan as general manager of Marketing and Entertainment.

Commencing 11 Jan, Madigan will oversee all marketing, communications & entertainment initiatives across the integrated resort, joining the Star after former roles at ANZ Stadium and Crown Melbourne.

## A&K for Azamara

**AZAMARA** Club Cruises has announced a new partnership with Abercrombie & Kent, with A&K's AKORN ground operation set to operate all of Azamara's shore excursions in Australia.

Azamara will debut its local cruises on 28 Dec 2016 with the Darwin arrival of the 686-passenger *Azamara Quest*.

The A&K deal including more than 75 excursions.

## CX Gatwick service

**CATHAY** Pacific is set to launch a four-times weekly non-stop service between Hong Kong and London Gatwick Airport.

The service's debut is planned for 02 Sep and will be operated on the airline's new A350-900 aircraft with business, premium economy and economy cabins.

CX chief exec Ivan Chu said the service "will help meet increasing demand for travel between the Asia Pacific region and the UK".

The carrier will be the largest airline between Hong Kong and Britain with 39 weekly services.



## Window Seat

**DON'T** you hate that moment after you take an amazing selfie at a cemetery, only to have to wait until you get home to upload it onto Instagram?

Well, lament no more friends.

As part of Russia's commitment to bring wi-fi to crowded public spots in Moscow, the Russian capital announced last week that three main cemeteries in the city will soon join the rest of the 21st century, by offering a wi-fi connection to visitors.

Moscow authorities hope that the new offering will attract more visitors to the historic resting grounds of some of Russia's most prominent deceased.



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## ATEC ELITE graduate wrap-up

**EMERGING** industry leaders from the Australian Tourism Export Council's ELITE program delivered their final presentations last week, before being whisked away to a fabulous gala dinner to celebrate their graduation.

The leadership development course was completed by 30 people guided by mentors with years of experience and expertise within the travel industry.

**Pictured** celebrating above is ATEC ELITE's Class of 2015.

## Vail lift queue app

**SKI** giant Vail Resorts has launched a new smartphone app called EpicMix Time which uses "anonymised, crowd-sourced wi-fi and Bluetooth signals to estimate lift line wait times".

The system combines GPS-enabled trail maps with the queue details, and will launch at Vail, Beaver Creek, Breckenridge and Keystone for 2015-16 and the company's other mountains for the 2016-17 season.

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## Direct vital for independent hotels

**UNALIGNED** accommodation providers are significantly more reliant on intermediaries for online bookings than hotels which are part of larger chains, according to a new report from US consulting group Phocuswright.

The study looked at the independent lodging marketplace in France, Germany, the UK, USA, Italy and Spain, and found increasing concern among hoteliers about the rising cost of third party reservations.

"Although most independents would like to drive an increased percentage of bookings directly, many are limited by tight budgets," said Phocuswright analyst Peter O'Connor.

The report concludes that most independents lack the resources and expertise to compete effectively with chains, with technology solutions and channel management key to their survival.

## Eco-tourism guidelines

**A NEW** set of guidelines to help support 'greener' tourism have been introduced by the International Standards Organization (ISO).

The guidance outlines things accommodation establishments can do to reduce their impact, including conserving their use of resources, reducing pollution and better managing their waste.

It also suggests ways to make a positive contribution to the area such as restoring natural areas of scenic beauty and educating staff, clients and the community, of the important role they can play.

Project leader Tuba Ulu Yilmaz said the guidelines fostered "the ultimate goal of environmental sustainability and raise the overall standard of the tourism sector".

The new rules aim to reduce the negative impacts of accommodation while retaining the benefits of tourism.

For more info see [www.iso.org](http://www.iso.org).



# Holidays



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Only short listed candidates will be contacted.





## Steve Jones' Say

**FAR** from being a shock, no one should have been unduly surprised at the closure of Creative Holidays.

It was a business stuck in the no man's land of travel wholesaling.

Indeed, had it not been for the market and financial strength of its parent - The Travel Corporation - I doubt the brand would have lasted anywhere near as long as it did.

One of the roots of Creative's struggle can be traced in part to 1995 when Flight Centre introduced vertical integration to Australia through the launch of Infinity Holidays.

It was the beginning of an aggressive strategy to control and sell its own product, a strategy followed by the once-powerful Harvey World Travel which built Harveys Choice Holidays in partnership with Qantas.

A wave of retail consolidation then took off, JTG acquired Qantas Holidays and Travel2 arrived on the scene, one of several wholly-owned generalists at Stella, which later merged with JTG.

It all left Creative increasingly exposed, an independent third party supplier whose only source of distribution, the retail groups, were intent on keeping sales in-house. It was on the outside looking in, fighting to get a place at the family table.

The rise of online players and the plethora of options for consumers - and agents - has also clearly been a fundamental issue for Creative.

That led to its exit from Calypso in 2013 to a web-based platform that offered richer content and dynamic rates in a move to keep pace with the online world.

I always thought it was a mistake not to allow consumers to book directly on its new, expensively-built platform.

But the more crucial problem appears to have been the technology itself which labored under the weight of content and data.

Maybe Calypso was switched off too early, before the new system had been sufficiently tested and proven. It led to frustrated agents and declining revenue with bookings through some major retailers said to have halved.

I also believe the arrival of ex-Flight Centre executive John Veitch as CEO of The Travel Corporation hastened the demise of Creative.

He would have bought a dispassionate approach to the table, his decision-making unimpeded by any emotional attachment or loyalty to the brand.

There is no doubt The Travel Corporation has thrown time, money and energy in trying to salvage Creative.

Ultimately the patience and finances both ran dry.

*Travel industry expert Steve Jones is a regular contributor and columnist in TD's monthly sister print magazine travelBulletin - subscribe for just \$30 a year at [travelbulletin.com.au/shop](http://travelbulletin.com.au/shop).*

## Triple Neil Perry pts

**QANTAS** is offering triple QF frequent flyer points on selected lunch reservations with Neil Perry's Rockpool Group restaurants in Sydney, Melbourne and Perth next month.

300 points per person are available for up to four people dining between 1-31 Jan 2016 at Rockpool, Spice Temple, Rockpool Bar & Grill & Rosetta - see [restaurants.qantaspoints.com](http://restaurants.qantaspoints.com).

## Gogo messaging pass

**AMERICAN** in-flight internet service provider Gogo has launched a new "messaging pass" which allows travellers to use apps such as Skype, iMessage, WhatsApp and Viber in flight.

Only available for purchase on mobile devices, the low bandwidth pass is priced at less than US\$3 and is now available on most Gogo equipped flights in the US and Canada.

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## Agents smell the Cologne



**LUFTHANSA** took this lucky group of Aussie agents on an adventure to explore the Christmas markets in Hamburg earlier this month.

Flying via the airline's brand new Premium Economy Class offering, the consultants also made stops in Frankfurt, Cologne, Munich and Berlin, staying at various Design Hotels properties.

**Pictured** above at the Cologne Cathedral are Coleen Radford, New Farm Travel QLD; Stephanie Eberhard, German National Tourist Office Sydney; Susanna Lienhard, Reho Travel Sydney; Lorna Groves, Lufthansa Group Brisbane; Jennifer Mikkelsen,

Travel Counsellors Melbourne; Deborah Bartolo, Travel World Sydney; Elle Raidal, Flight Centre Business Travel Melbourne and Audrey Vanzyl, Bonadventure Travel Perth.

## UA drops Dubai route

**UNITED** Airlines has announced the suspension of flights between Washington D.C. and Dubai, with the carrier blaming the "state-subsidised expansion" of Etihad and Emirates.

UA is also protesting at the awarding of a key US government contract on the route to JetBlue, which will use its EK codeshare agreement to transport pax between Dulles and Dubai.

The General Services Administration operates a 'City Pair' program in which it asks airlines to tender for fares on particular sectors, with the organisation defending the move saying it's achieved a 52% discount to commercial fares.

United says the JetBlue contract means Emirates will end up carrying 15,000 government employees from Washington to Dubai, funded by US taxpayers.

Delta Air Lines also recently announced it would can its Atlanta-Dubai service citing overcapacity to the Middle East routes despite it being the only carrier on the route.

## Shipwreck Coast call

**THE** Victorian Tourism Industry Council is urging the Vic government to provide funding for initiatives in a recently released masterplan to upgrade the state's Shipwreck Coast.

Key priorities include improving facilities at the iconic Twelve Apostles, establishing a Visitor Experience Centre and transport hub in Port Campbell and construction of the Twelve Apostles Trail linking to the Great Ocean Walk trail.

VTIC said such funding would help attract private sector investment in accommodation, adventure and spa projects.



Friday 11th December 2015

## Aussie traveller faves

**AUSSIERS** are adrenaline junkies, according to a study by Roy Morgan Research, with 2.7% of Australia's 12.9 million holiday-makers reporting that they engaged in an adventure activity such as rock-climbing, bungee-jumping or white-water rafting.

Travellers who ventured overseas were more than twice as likely to have taken part in a thrill-seeking activity, compared to those who roamed domestically.

The Latin America region topped the charts for those looking to engage in thrill seeking activities, recording one in four (28.5%) Aussie visitors taking part in adventure tourism, followed closely by the US, UK and New Zealand.

## Ctrip Priceline invest

**US-LISTED** online travel agency giant The Priceline Group has announced the investment of a further US\$500 million in Chinese OTA Ctrip.

The move will mean the company has invested about \$1.9 billion in Ctrip convertible bonds and shares since 2014.

Priceline president Darren Huston, who's also ceo of Booking.com, said the investment is part of the firm's broader strategy to grow its online travel business from, to and within China, with the existing commercial partnership which cross-promotes inventory between the brands to continue.

## UnionPay visa bonus

**UNIONPAY** cardholders in Singapore who wish to apply for a Chinese visa will have access to an exclusive range of VIP services.

The cardholders can use a dedicated VIP counter with accelerated queues when applying for a Chinese visa - mirroring similar arrangements already in place at Chinese visa application service centres in Sydney, Melbourne, Canberra, Brisbane and Perth.

UnionPay said it plans to expand the exclusive service to other Asian and Southeast Asian markets in the near future.

## IASC New Caledonia

**QANTAS** has applied to the International Air Services Commission (IASC) seeking renewal of its existing determination for New Caledonia.

The current five year capacity allocation is due to expire on 12 Dec 2016, with QF currently accessing 149 weekly seats on the New Caledonia route.

The IASC is inviting other submissions for the capacity, with applications closing 17 Dec.

There's currently a total of 1,612 weekly seats available for allocation to Aussie carriers on the New Caledonia route.



## 2017 Arctic Expeditions - Open Now

## Spreading the Xmas coffee cheer



**HAWTHORN** Travel is helping the locals get through the lead up to Christmas with an in-house master barista.

The Melbourne Magellan founding member agency is offering free coffee and cake up until Christmas for those in the neighborhood.

MD Trevor Jones told **TD** "the Christmas tree coffee art needs a

bit of work - so far it looks like it has been through the mulcher".

Jones is pictured getting his caffeine fix from barista Michael with Hawthorn Travel consultant Casey Anderson.

## Airpoints for schools

**MEMBERS** of Air NZ's Airpoints loyalty scheme will soon be able to donate their points to schools.

Supported by the New Zealand Ministry of Education, the new Airpoints for Schools program will allow participating schools in New Zealand to redeem donated points on flights for educational purposes, such as school trips or to upskill teachers.

Schools selected as part of the initiative will be eligible to receive public donations up to 10,000 Airpoints each.

## AccorHotels Beijing

**ACCORHOTELS** has signed three hotels in Beijing with real estate developer Luneng Group.

The 300-room Pullman Beijing Luneng and 150-room MGallery Beijing Luneng are both new-builds set to open in Q4 of 2018.

The 75-room Mercure Beijing Luneng is a renovated project slated to open in Q4 of 2017.

## NORWEGIAN CRUISE LINE® IS HIRING IN SYDNEY!

Norwegian Cruise Line Holdings Ltd. is a leading global cruise operator spanning market segments from contemporary to luxury under the Norwegian Cruise Line, Oceania Cruises, and Regent Seven Seas Cruises brands. These brands operate a fleet of 21 ships visiting more than 420 destinations worldwide, and will introduce six more ships by 2019.

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## WIN SONOMA COUNTY WINE

This week, Travel Daily and Sonoma County are giving travel agents the chance to win a bottle of sparkling Sonoma County wine each day.

With more than 400 friendly wineries, 40-plus spas, 88km of stunning Pacific Coast, farm-to-table restaurants, rivers to kayak or float down, redwood forests to explore, shops and galleries that entice, and hiking and biking trails that meander over oak-covered hills, Sonoma Wine Country beckons the adventurous, the curious, and the lovers of the laid-back Northern California lifestyle. Visit [www.sonomacounty.com](http://www.sonomacounty.com).

To win, be the first agent to send the correct answer to the following question to

[sonoma@traveldaily.com.au](mailto:sonoma@traveldaily.com.au)

How many Sonoma County AVA's are taking part in the Wine Country Fantasy Football League in recognition of SuperBowl 50?

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



## WN new route

**SOUTHWEST** Airlines Co. plans to offer a nonstop service between Los Angeles Int'l Airport and Daniel Oduber Quirós Int'l Airport in Costa Rica from Apr.



## Travel Specials

**WELCOME** to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to [specials@traveldaily.com.au](mailto:specials@traveldaily.com.au).

**Blue Lagoon Cruises** has stripped 25% off all their prices until 30 Jun 2016. Offer applies to travel through to 31 Mar 2017, when booked and paid in full six months in advance. Use promo code ADV25-BLC [HERE](#).

To celebrate the launch of the new route, **Tigerair Australia** is offering fares Melbourne-Coffs Harbour from \$49 each way and Sydney-Coffs Harbour from \$29 until 15 Dec or until sold out.

A \$600 per couple discount is available on **Albatross Tours'** Black Forest, Bavaria and the Tyrol tour for bookings made and deposited by 15 Jan 2016. To book, see [www.albatrosstours.com.au](http://www.albatrosstours.com.au).

Until 08 Jan, **Topdeck Australia** is offering \$250 off trips 10 days or more or \$100 off trips nine days or less. The discount applies to Australian trips departing before 31 Mar 2016. To book, visit [www.topdeck.travel](http://www.topdeck.travel).

**Metro Apartments Darling Harbour** is offering a Sydney Attractions Package which includes family accom in a loft-style one bedroom apartment and a Sydney attractions family pass for \$269.00 per night (Sun-Thu) and \$369 per night (Fri & Sat). Call 1800 11 4321.

## US hotel results Dec

**LATEST** figures from private research group STR reflect positive results for the US hotel industry, during the week of 29 Dec ending 05 Dec, 2015.

Though occupancy decreased by 0.4% to 57%, the average daily rate for the week increased 1.8% to US\$116.51 (AU\$160.44).

The largest increase in average daily rate came from Orlando Florida with other top performers including Oahu, Hawaii and San Diego, California.

## Switzerland warning

**SWISS** authorities have increased the country's security alert to 2.5/5 amid concerns individuals involved in the Paris terror attacks may be in the Geneva region.

Increased police presence will be visible on the streets, however DFAT's level of advice remains at 'exercise normal safety precautions'.

## 12 days of G campaign

**G ADVENTURES** will be offering a different travel deal each day in the 12 days leading up to Xmas.

Savings of 15% on selected trips for travel by 30 Sep 2016 will be unveiled on the operator's website and Facebook page.

## 4 Hotels join PH&R

**PREFERRED** Hotels & Resorts have added the recently opened klapsos The River Residences Bangkok and WEIL Hotel, Ipoh, Malaysia to its portfolio.

Both set to open next year, new additions include Katamama, Bali and Wanda Reign on the Bund.

## Free travel webinar

**TOURISM** eSchool has released a new three part webinar series for industry professionals.

The importance of having 'happy customers' and tips on how to achieve this is the focus of the series.

To sign up for free, [CLICK HERE](#).

## So be good for goodness sake!



**WITH** only two weeks till Christmas, it looks like Santa has enlisted extra help from Croyden Travel's Tyler Callard to decide on who's been naughty or nice.

Led by Dasher, Dancer, Prancer, and Vixen; Comet, Cupid, Donner and of course, Rudolph - it looks like Tyler's got her work cut out for her.

To celebrate the debut of

Air Canada's new non-stop Dreamliner flights between Brisbane and Vancouver, plus the launch of its premium economy Cabin, *Travel Daily* readers could win two round trips to Canada departing either SYD or BNE.

To enter, demonstrate your photo-editing skills by creating a fun festive picture featuring Air Canada and *Travel Daily*.



*Celebrate Christmas with Air Canada and win!*

Air Canada is gearing up for an exhilarating 2016 with the launch of its first non-stop Dreamliner flights from Brisbane and the unveiling of an industry-leading on-board product – including its first premium economy cabin – on its daily Sydney-Vancouver route.

To celebrate Air Canada and *Travel Daily* are offering two round trip Air Canada economy class tickets, from either SYD or BNE. All you need to do is create a fun Christmas photo featuring Air Canada and *Travel Daily*, then send it to [aircanada@traveldaily.com.au](mailto:aircanada@traveldaily.com.au) before 31 Dec!

**AIR CANADA**

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

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# AA APPOINTMENTS

RECRUITMENT CONSULTANTS

**A BOX FULL OF SURPRISES**  
Receive a brand new role this Christmas.

**FOR ALL THE BEST VACANCIES VISIT [www.aaappointments.com.au](http://www.aaappointments.com.au)**

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VIC, WA & SA - 03 9670 2577 - [recruit@aaappointments.com.au](mailto:recruit@aaappointments.com.au)  
QLD - 07 3229 9600 - [employment@aaappointments.com.au](mailto:employment@aaappointments.com.au)

## **ARE YOU A CRUISE SPECIALIST?** **WHOLESALE CRUISE CONSULTANT** **SYDNEY – SALARY UP TO \$60K OTE**

Are you a cruise extraordinaire with a passion for travel? This is your opportunity to be part of this leading wholesale provider that are looking for an experienced and knowledgeable consultant to join their team booking life changing cruise packages worldwide. Centrally located office, close to shops & transportation. Be rewarded with a fun, supportive environment & amazing educational opportunities. Min 2 years' travel experience, Cruise & GDS experience. Apply today!

## **MIX LEISURE WITH PLEASURE!** **RETAIL TRAVEL CONSULTANT**

**North Shore – SALARY PACKAGE UP TO \$60K OTE**

Are you an experienced retail consultant who loves face-to-face consulting but is looking for a salary you deserve? This award winning agency is looking for an enthusiastic consultant to join their knowledgeable team. With a loyal client base, you can enjoy utilising your personal travel experience to advise and guide, securing worldwide packages. Also on offer is a top base salary & bonuses, office closer to home & true work/life balance. If you have min 2 years exp, solid GDS & passion for travel, apply now!

## **BE PART OF A BRAND NEW TEAM!** **CORPORATE COSULTANTS** **SYDNEY – SALARY PACKAGE UP TO \$70K**

This is a rare opportunity to work for one of the leaders in Corporate Travel Management, be part of a brand new team for a dedicated account. With brand new modern offices located close to shops and transport, avoid the long commute to work. You will be providing exceptional service and manage all their corporate needs. Minimum 2 years corporate travel industry experience, GDS skills & strong airfares knowledge. Do not miss out and call AA today to secure this role!

## **JOIN THE A TEAM**

**TRAVEL RECRUITMENT – ACCOUNT MANAGER**  
**MELBOURNE – TOP SALARY PACKAGE**

Love being in the travel industry, but sick of booking travel? Want to assist your peers with their career progression? Enjoy being rewarded for reaching sales targets? Can't wait to work Monday to Friday only? If you answered YES to all of the above, call us! As part of our expansion in Melbourne, we are looking to employ two talented travel consultants to join our permanent & temporary divisions. Full training will be provided. Minimum 2 years travel consulting experience essential.

## **NEWLY CREATED WHOLESALE ROLE** **ASIA TRAVEL SPECIALIST**

**MELBOURNE – SALARY PKG TO \$60K + BONUSES TO \$10K**

From the awe inspiring Taj Mahal to the hustle & bustle of Ho Chi Minh City, now is the time to put your Asian destination knowledge to good use! Having successfully been in operation for over 15 years & due to their ongoing success, requires a new staff member to join their passionate team of professionals. Monday to Friday hours assisting both direct clients (by appt only) & travel agents. Min. 3years experience selling Asia & personal travel throughout the region (preferably India, Burma & Vietnam/Cambodia/Laos).

## **GROWING FASTER THAN ANY OTHER TMC** **CORPORATE TRAVEL CONSULTANT**

**MELBOURNE (INNER) - SALARY PKG TO \$80K+ (OTE)**

Want to do something exciting & new? Move to corporate travel! This is a great opportunity to work for a global travel management company & take a step into corporate travel. You will service a variety of exciting accounts with their worldwide travel arrangements. Working Monday to Friday hours with a fun team, you will benefit from uncapped commission, excellent staff benefits & awesome famils! If you have at least 2yrs international consulting experience apply now! Tramada highly desirable.

## **FOLLOW THE SUN!** **TRAVEL CONSULTANTS**

**GOLD COAST – \$45-\$50K + \$\$ BONUSES**

Due to continued growth our client has a great opportunity to join their dynamic team on the Gold Coast as a travel consultant. Your day will involve arrangement of all types of Domestic & International travel including flights, accommodation, tours and cruises. No more walks ins and time wasters as all your enquiries will be over the phone. Top industry salary, bonuses and great benefits are on offer. If you have 2 years experience, great sales, GDS and communication skills then we want to hear from you!

## **WANT IT ALL!**

**INTERNATIONAL WHOLESALE CONSULTANT**  
**BRISBANE CBD – \$55K OTE**

The atmosphere in this office is funky, vibrant and has a serious buzz about it. You'll love stepping into this fun office each day whilst having the chance to earn serious dollars booking a variety of international destinations. You will need to be motivated, passionate, hungry for success and above all really love selling travel. In return you will be rewarded with not only great \$\$ but enjoy fantastic career progression, educationals and more. All you need is min 12 months industry experience and great customer service skills.