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Pinpoint adds new tools

WHOLESALE Pinpoint Travel Group has responded to travel agent demand in the wake of the closure of Creative Holidays, announcing a suite of new tools and an expanded product range.

The Sydney-based firm says it has been inundated with queries from agency partners seeking assistance in the week since The Travel Corporation confirmed it was shutting down Creative Holidays as of 31 Dec (**TD** 08 Dec).

Brands within the Pinpoint Travel Group portfolio include Freestyle Holidays, Rosie Holidays and The Collection.

Catering for the subsequent spike in demand, Pinpoint says it will offer "the best service we can in the circumstances to transition bookings and quotes, and to minimise inconvenience to clients".

Head of wholesale Andrew Hutchinson said Pinpoint Travel Group was disappointed to hear of Creative Holidays' demise, but said his team were "ready to assist" with quotes or bookings.

Beefing up its product range in Australia, Europe & the UK has been a top priority, as has the introduction of dynamic Instant Purchase and Best Available rates with differing commission levels.

The range can be booked by consultants via the sales centre, or online at C-Net.

Rates are easily identifiable with the codes 'BAR' and 'INSTP' and have strict cancellation and non-refundable & immediate payment policies for new bookings.

Pinpoint said the initiatives aim to provide agents with "the flexibility to compete against online retailers and provide best pricing for their customers".

Agents moving reservations to PTG from Creative will also be eligible for its in-house rewards program 'Pinpoints', offering a \$100 cash card for every \$7,000 in nett deposited land - more at www.pinpointtravelgroup.com.au.

Five pages of news

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

- AA Appointments jobs
- Travel Trade Recruitment

PtoR points promo

LOYALTY program Passport to Rewards is offering a generous bonus of 500 reward points for new travel agents signing up to the scheme (see **cover** wrap).

Passport to Rewards is operated by Globus family of brands, which includes sister companies Cosmos, Monograms and Avalon Waterways.

Agents receive 1 reward point for every \$1 booked through participating partners (excluding air, taxes & non-commissionable product), which can be exchanged on an extensive range of lifestyle gift vouchers and merchandise.

Timmins to Egencia

EXPEDIA Inc's business travel division Egencia has named Jacqui Timmins as account management director of Egencia Australia.

Timmins is well known to the trade, having held senior roles at Qantas, Travelscene American Express, Reed Exhibition and has served as an AFTA director.

Egencia Australia md Sandeep Shastri said Timmins' knowledge & extensive experience will be key for the firm's local strategy. More appointments on **page 4**.

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Xiamen ups comm

XIAMEN Airlines has announced new base travel agency BSP commission rates from 01 Jan.

International & regional bookings on any Xiamen Airlines flights now attracts 5% commission where the origin of travel is Australia or countries outside of mainland China.

For international and regional routes using codeshare Xiamen seats the rate is 3% for bookings originating outside of China.

The carrier, which recently inaugurated non-stop services between Sydney and Fuzhou, has also launched a new 24 hour English-speaking customer service hot line in Australia, available on 02 8317 5555.

Xiamen Airlines is now also accepting credit card payment for all fare types without extra charge.

Payment options include Visa, Mastercard, American Express and UATP.

TC ACT conference

TRAVELLERS Choice has today confirmed its 2016 Annual Shareholders' Conference and annual general meeting will be held in Canberra from 18-20 Nov.

To be hosted at the National Convention Centre, the event is expected to attract up to 300 delegates from across the nation, coupled with a strong line-up of entertaining guests speakers.

Delegates will stay at the nearby Crowne Plaza Canberra.

Qantas MEL-SIN increase

ON THE back of a boom in Asian tourism, Qantas has announced additional flight frequencies to Singapore ex Melbourne to meet "growing demand".

The Australian carrier is cranking up flights on the route from its current daily operation to 10 per week, with new second daily services offered on Fri, Sat and Sun, effective 29 Apr.

Qantas will deploy Airbus A330 aircraft on the additional services, the same aircraft typed used on the daily operation.

The new northbound flight,

QF37 departs Melbourne at 1605, arriving into Singapore at 2215.

Return overnight service QF38 pushes back from SIN at 2335, touching down in MEL at 0900.

New seats go on sale today.

The boost follows last month's upgauge of three weekly flights from the Victorian capital to Hong Kong from A330s to Boeing 747s, starting next Apr.

MEANWHILE, Qantas advises sister international carriers Jetstar have become new partner airlines of Qantas Group Travel.

The partnership opens up access to a number of new destinations in New Zealand (via Jetstar - JQ), Asia (via Jetstar Asia - 3K) and Japan (via Jetstar Japan - GK).

Connections are available at QF international gateways including Singapore, Bangkok, Japan and New Zealand.

AFTA After Party '16

AFTER a year AWOL, the National Travel Industry Awards' After Party will return next year, at a location to be revealed closer to the event (**TD** breaking news).

The After Party will follow the Gala Dinner on 16 Jul at Pavilion Darling Harbour and has returned "due to popular demand".

CLIA ups agent perks

FROM 01 Jan, travel agents will reap the rewards of an overhaul of the membership program of Cruise Lines Int'l Assoc (CLIA) Australasia, with a suite of added benefits from member lines and everyday discounts.

Worldwide perks will also be available using a global cruise agent ID card - see today's issue of **Cruise Weekly** for full details.

Event Hospitality it is

SHAREHOLDERS of listed-travel company Amalgamated Holdings Limited have today voted in favour of the businesses name change to Event Hospitality & Entertainment Ltd (**TD** 12 Nov).

Emirates SAW debut

EMIRATES has commenced daily services to Sabina Gokcen Int'l Airport (SAW) in Istanbul, complementing its 11 weekly operation to Ataturk Airport in Turkey's largest city.

Myrmell promotion

P&O Cruises Australia has appointed its first full time president with the promotion of Sture Myrmell, currently senior vp of P&O Cruises Australia.

The move follows the cruise line's "massive growth in 2015" with Myrmell set to take responsibility for managing the brand's operations from 01 Jan.

Carnival Australia ceo Ann Sherry has been leading the day-to-day activities of the line for the past eight years as part of her portfolio and will become Carnival Australia's executive chairman.

More in today's *Cruise Weekly*.

SIA Nov 2015 results

THE South West Pacific region performed well for Singapore Airlines in Nov, reaching 86.6%, a 5.4 percentage point load factor increase on the year prior.

The operating results released yesterday show a 3.1pt increase in passenger load factor (PLF) to 78.8% for the airline overall, but a 1.9% drop in capacity.

During the period, low-cost offshoot Scoot launched flights to its fourth point in Australia, Melbourne and the airline saw a 42.4% jump in capacity and 47.2% rise in passenger kilometres.

Regional airline SilkAir's growth in pax carriage exceeded capacity increases for the East Asia and Pacific Region, resulting in a 0.5ppt improvement in PLF.

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Kooralbyn opening delayed

THE rebirth of Gold Coast Hinterland's Kooralbyn Resort as a new eco-tourism and health retreat has been pushed back, with a new opening date now slated for early 2016.

The revamped property is set to be a part of the Wyndham Hotel Group when it opens as Ramada Kooralbyn Valley Resort.

Originally slated to begin welcoming guests from 11 Dec, the new "scheduled" opening has been flagged for 05 Feb 2016.

Billed by developers as the "world's first and only integrated eco health & wellness resort", the property will also provide a retirement retreat, international college with a private airport, golf course, vineyard and more, the resort's temporary website says.

The hotel will feature 100 rooms "to eventually 300-500 rooms", spread across a mix of executive, family, premier and presidential suites, the portal indicates.

InterCon Bordeaux

INTERCONTINENTAL Hotels Group has opened the doors to its latest property joining the 5-star InterContinental Hotels & Resorts brand in France.

InterContinental Bordeaux - Le Grand Hotel, previously the Grand Hotel de Bordeaux & Spa, has 174 rooms & suites and has been refurbished to its 18th century splendour.

It also features the fine dining Le Pressoir d'Argent Gordon Ramsay restaurant.

The Bordeaux property is IHG's fifth InterContinental branded hotel in France, joining locations in Paris (x2), Marseille & Cannes.

NT agent shafts CDU

CHARLES Darwin University (CDU) has been identified as a major client of disgraced former NT travel agent Xana Kamitsis.

According to *NT News*, CDU booked more than \$350,000 worth of travel through the convicted fraudster's travel agency Latitude Travel.

Kamitsis won a contract with CDU in Jul 2013 as travel agent for the university and booked numerous trips for the institute, largely to East Timor and China.

CDU vice-chancellor Simon Maddocks said he had found no evidence of impropriety by any CDU staff members.

"The university also has co-operated with police investigations into the matter," Maddocks said.

Kamitsis admitted in court she ripped off the pensioner travel scheme for more than \$100,000 through inflated travel invoices.

This week she was sentenced to three years and 11 months in prison for fraud and corruption.

Iberia back to Jo'burg

SPANISH carrier Iberia is set to relaunch services between Madrid and Johannesburg next year following a three year hiatus.

IB is reinstating flights to JNB effective 01 Aug, operating on a thrice weekly basis utilising Airbus A330-300s configured with the carrier's new long-haul cabin.

Johannesburg is Iberia's 11th destination in Africa.



Window Seat

CANADIAN airline WestJet has done it again, overnight unveiling its annual Christmas video depicting a Blue Santa and thousands of WestJetters performing 'mini miracles'.

Miracles were spread over 10 time zones and 90 destinations - all within a 24 hour period.

Set to the tune of the Carol of the Blues Hats, the video follows Santa and his WestJet helpers spontaneously delivering gifts & good deeds to strangers.

The viral campaign, dubbed *WestJet Christmas Miracle: 12,000 Mini Miracles*, is the fourth holiday video the airline has released since 2012 and has already gathered nearly 70,000 hits on Youtube since its release this morning.

View it [HERE](#).

Cebu SYD-MNL soars

AUSTRALIA, the Middle East and Japan were the three fastest growing markets for Cebu Pacific Air for the first nine months of 2015, when compared to the same period last year.

Stats from the Australian govt show overall traffic between Manila and Sydney increased 67% since Cebu Pacific Air entered the market in Sep 2014.

The airline also garnered a 38% market share on the Manila-Sydney route since its launch.



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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.

Ethihad Airways has promoted **Salah Alfarajalla** to Senior Vice President Security and National Pilot Development, **Ghudayer Al Dhaheri** to Vice President Corporate Security and **Mohamed Al Mahmoud** will join the airline as Vice President Corporate Strategy.

The 245-room **Mövenpick Resort Boracay** in the Philippines will open in the second quarter of 2016 with **Stefan Keel** as General Manager.

DriveAway Holidays has named **Ashleigh Robinson** as Marketing Partnerships Manager.

Mantra Group's Executive Committee has a new Executive Director - Digital, **Matt Granfield**. Granfield took up the role late Nov and has over 15 years of digital and marketing experience. He was previously Head of Customer Marketing and Digital at Heritage Bank.

Collette has added **Fran Gildon** to the team in Australia. She will look after the north Sydney and northern NSW region.

Eric Jelinek will relocate to **Qantas'** headquarters in Sydney in Feb to become head of Aquire Qantas Loyalty. Jelinek is currently regional general manager for UK, Ireland and Europe and will be replaced by Markus Svensson, current head of international revenue management.

Air New Zealand's Chief People Officer **Lorraine Murphy** will leave the airline in Mar to take up the role of Group Executive People with NAB.

Earlier this month, **Kelly Osborne** commenced with **Destination Rotorua** as sales & marketing coordinator for business & major events. Osborne has five years of tourism marketing experience & a background in event management, communications and project management.

After almost 18 years as **Destination NSW's** Country Manager - China, **Oton Wu** has announced his retirement.

The Star Sydney has appointed **Melinda Madigan** to the role of General Manager – Marketing and Entertainment, commencing 11 Jan. Madigan brings more than 20 years' experience in marketing, media, public relations, sales, sponsorship and membership programs in domestic and international markets.

Tomas Malmberg has returned to his role of Sales Manager in Qld and Northern NSW for **Insight Vacations** after taking leave for 13 months to live in Ecuador and travel throughout South America. Samantha Tamba stepped in to look after the role while Malmberg was away.

Metro Hospitality Group has named **Sam Kangais** as Property Manager of Metro Mirage Hotel Newport, which overlooks Pittwater on Sydney's Northern Beaches.

Biz drives Qld growth

QUEENSLAND has enjoyed its best-ever year for domestic tourism, due to a rise in business travel to Brisbane, says Minister for Tourism and Major Events, Kate Jones.

The Tourism Research Australia National Visitor Survey showed a 5% increase in domestic visitors to Brisbane to 5.5m and 10% growth in expenditure to \$3.5b.

"This growth was led by strong business travel to Brisbane which increased 26% to 1.3m travellers in the year to Sep," Jones said.

Business travel to Qld continued as the strongest performing market with a 28% rise.

Japan visits strong

JAPAN saw a 47.5% year-on-year increase in foreign visitors between Jan-Nov 2015, with the count just shy of 18 million, according to provisional statistics released by the Japan National Tourism Organization.

Australian visitor numbers to the country over the 11 months rose 23.3% to 326,700.

In Nov, arrivals from Australia jumped 33.2% to 29,500 - 100 visitors less than Oct when visits were up 23.4% compared to the same time in 2014.

China saw a whopping 109.4% increase as 4,646,700 Chinese pax headed to Japan Jan-Nov.

Anantara Sri Lanka

THE 152-room Anantara Peace Haven Tangalle Resort has opened on a secluded stretch of Sri Lanka's southern coast, to book - tangalle@anantara.com.

Oman sailing on Sydney success



OMAN Tourism added colour to the Extreme Sailing Series event over the weekend in Farm Cove, Sydney welcoming visitors with dates, frankincense and traditional henna designs applied by an artisan.

The Sydney Omani student community and the sailing teams from Oman sail helped fill the pavilion with the energy of an Omani souq.

Pictured at the event are Jacqui Walshe, managing director The Walshe Group; Mohammed from Oman Sail; Rawdha Al Ghafri, Omani student from the University of NSW; Stevie Morrison, Skipper Oman Air;

Hamed Al Alawi, Oman consul general to Australia; Salem Adi Al Mamari, director general of Tourism Promotion Oman Ministry of Tourism; Sarah Ayton, tactician The Wave Muscat; Henna artist Saada; Nawal Al Rahbi, International Marketing manager at Oman Sail; Feras Isam Asqul, senior events coordinator at Oman Sail and Mona Tannous, country manager Australia & New Zealand, Oman Tourism.

QR Durban debut

QATAR Airways will launch its new Doha-Durban service from today with flights operating on a four weekly basis.

QR is deploying 254-seat Boeing 787 Dreamliner jets on the route.

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US-Cuba flights soon

AN AGREEMENT for the restoration of commercial flights between the United States and Cuba is expected before the end of the year, AP is reporting.

DL adds eJets & 737s

DELTA Air Lines are set to add up to 20 Embraer 190 aircraft and 20 Boeing 737-900ER jets to its fleet, as part of a new agreement inked with Boeing.

The deal is part of the airline's strategy to improve its efficiency and enhance operational flexibility and will see the 100-seat E190 jets reduce the use of small regional aircraft.

Delivery for the E190 jets are expected early 2017, with the 737s due by 2019.

Emirates travel tips

EMIRATES has tipped Munich, Oslo and Bologna as the most popular destinations for 2016.

The prediction is based on bookings that the airline received this year, with Emirates' division vice president for Australasia Barry Brown commenting "as more Australians embrace overseas travel, we're finally moving past the likes of London".

"Being able to fly into one destination and out of another for the same price makes it very easy to explore more than just one part of Europe," he said.

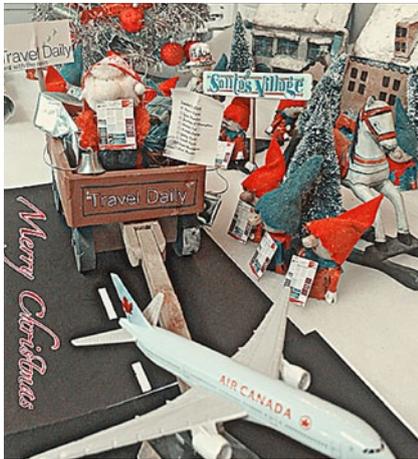
Christmas inspired Creativity



IT SEEMS *Travel Daily* readers are true believers in the magic of Christmas, as demonstrated by the creative entries that have been rolling in for our Air Canada photo competition.

Sent in by Air Tickets' Deana Temelkowska (above) we have Santa trading in his sleigh for Air Canada's Dreamliner aircraft; while the entry to our right from Travel Corporation's Sokhon Sek sees Santa taking a quick break to read his favourite travel publication.

There's still time to enter! Details on the comp are **right**.



NZ lux lodge growth

PREMIUM Kiwi getaways are on the rise, with latest figures by Luxury Lodges of New Zealand showing a 22% year-on-year increase for the period of 01 Apr - 30 Sep, 2015.

"Seeing such strong growth over Winter is absolutely fantastic," said says Rene de Monchy, Tourism New Zealand's director of trade, PR and major events.

Growth across Tourism New Zealand's core premium markets also saw exponential growth; with the US recording a staggering 49% increase for the same period in 2014, the UK up by 26%, Australia spiked 5% and Hong Kong up 82%.

Canada-China pact

THE Canada-China Air Transport Agreement will be expanded to allow for new air services between additional cities in both countries.

The new agreement will allow airlines to provide more choices for travellers and will help support increasing tourism and trade activity.

No fruit or veg for SA

SOUTH Australia Agriculture Minister Leon Bignell is urging travellers not to bring fruit and vegetables into the state this holiday season, in efforts to keep the state fruit fly free.

Gold Coast concierge

ELITE Holiday Homes has launched My Holiday Concierge, an add-on service which provides travellers with an "ultimate wish list" of services to help travellers make the most out of visiting to the Gold Coast.

Services include groceries delivered to your Elite Holiday home, corporate packages, tours, attractions and more.

CLICK HERE for more.

Hampton Silverthorne

Hilton Worldwide has added the 88-room Hampton Inn & Suites by Hilton Silverthorne, Colorado to its portfolio.

The hotel is near five Colorado winter resorts: Keystone, Breckenridge, Vail, Arapahoe Basin, Copper Mountain and Loveland and is in close proximity to the Blue River.



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 before 31 Dec!

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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.

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Are you an experienced GM who has experience in pre-openings for boutique hotels? This prestigious, luxury hotel provider is launching a new property in 2017 and 2 others shortly afterwards. You will be responsible for overseeing the entire project including liaising with strata, selecting retailers and restaurants that will match the brand. You will also take the brand to the next level. Exciting opportunity.

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Brisbane, Attractive package, Ref: 1415SZ1

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

Sports Travel Sales Executive

Sydney, \$D.O.E + Super + Comms, Ref: 2047MB1

A leading Sporting Events company is looking for a Sales Executive to promote their tours across the educational travel market. This role is perfect if you have sales experience or if you are keen for a challenge and for your next career move within a growing company. You will Account Manage existing clients while also target new clients to generate growth. A rare and different opportunity has arisen for a candidate looking for a more diverse role and to progress in your travel career.

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

Entertainment Travel Specialist

Melbourne, Competitive Salary Pkg, Ref: 1965KF1

Want to work with the bright lights of entertainment? Currently working in a similar role and looking for that change? This successful agency is looking for someone to join their team, booking entertainment travel. From music artists to national sporting teams, they've been the travel manager behind performance-related and sporting events, worldwide. This is a unique opportunity for savvy entertainment consultants who know how to think outside the square and are a creative problem solver.

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

Temp Travel Consultant

Adelaide, \$Hourly Rate, Ref: 2068LM1

Temp Travel Consultants! I have a temp role starting in January! If you have previous experience as a Travel Consultant and are trained in Sabre then please let me know! You'll be hard working and be open to the possibility of permanent employment at the end of 3 weeks. Located in an excellent location within Adelaide and offering ideal working hours. If you're free to start mid Jan and have the skills required below then read on for further duties and how to register your interest.

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

NZ Reservation Consultant

Brisbane, Attractive Salary Pkg, Ref: 2121SZ1

We are looking for an experience retail or wholesale travel consultant with great New Zealand knowledge. Whether that might be extensive personal travels or from having worked in a consulting position with a focus on New Zealand products, we want to hear from you! My client is starting a new department with a dedicated team in selling and making bookings for all NZ. This is a specialist position and will suit someone that loves working towards KPI's and in a team environment.

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

Bespoke Travel Consultant

Sydney, Up to \$55k DOE + Super, Ref: 2011PE12

Tailor Made Travel Consultant wanted!! Move your career close to home and take ownership of your new role with this fantastic boutique travel company. Our clients are looking for a leisure superstar that knows their stuff, you will be part of a fantastic friendly small team of travel professionals that work hard and reap the rewards through the brand new incentive scheme. If you can offer high quality personal service to your clientele and are driven to succeed we want to hear from you.

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

Asia Travel Specialist

Melbourne, Competitive Salary, Ref: 2075TS1

Love Asia? An exciting new role has opened up for an experienced travel consultant with extensive knowledge and travel experience of Asia. Our client is a well established travel company located in Eastern Suburbs of Melbourne. You will ideally have at least 4 years of experience and an extensive travel profile. This role would be suited to an experienced retail travel consultant looking for a challenge and ready take the next step in their career as there is opportunity for managerial roles.

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

Senior Travel Consultant

Perth, \$Competitive, Ref: 1873LM1

We are looking for an experienced Travel Consultant with great sales mentality and a true passion for the travel industry. The suitable candidate will have a minimum 2 years travel industry experience and strong GDS knowledge. You will quote, recommend and book worldwide travel itineraries for all markets. This company offers a stable rewarding environment and a chance to progress your career further. If you are looking for a new challenge in 2016, register your interest now!

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



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