

Yvonne joined
for the support team

Every agent has
a reason to join

MTA mobile
travel
agents
Call 1300 682 000
Visit join.mtatravel.com.au



Travel Daily

First with the news

Thursday 5th February 2015

COOK ISLANDS
The hottest destination out there

Multi
Award Winning
Destination

[Learn more](#)

Travelport
Redefining travel commerce

Are you using
APAC's best
travel commerce
platform?

Click here to
discover more about
Travelport today



Virtuoso HQ for Australia

THE Virtuoso travel agency network has announced plans to make Australia its regional hub, using the local office as a base to expand further into Asia.

New partnerships in Hong Kong and Singapore are set to be announced later this year, with Virtuoso global ceo Matthew Upchurch to visit Australia this month to launch the regional expansion.

While here, Upchurch will present current data on international luxury travel trends, including new research on growth of the luxury segment in the Australasian market.

"Australia and New Zealand's travel agency elite have been Virtuoso members for the past ten years...this strong foundation in the luxury market continues to drive growth for our brand and allows Virtuoso Australia to be

perfectly placed to support our Asia expansion," said Virtuoso md Asia Pacific Michael Londregan, who will spearhead the growth.

The move continues Virtuoso's global expansion ambitions, which saw it move into the UK and Europe last year (**TD** 30 Apr 14).

Now Upchurch says Virtuoso has recognised the potential for growth in luxury travel in Asia Pacific "and that is why Australia has been chosen as the base for regional expansion".

Londregan also announced the appointment of Julie Smith as its media consultant to help support Virtuoso's growth plans.

More industry appointments on **page eight** of today's **TD**.

Daddo back for TC

TRAVELLERS Choice has today revealed that television presenter and contestant on Network Ten's *I'm a Celebrity... Get Me Out of Here* reality show, Andrew Daddo has been secured as emcee for its Annual Shareholders Conference.

The travel retailer will hold its ASC at the Pullman Melbourne Albert Park from 20-22 Nov.

Nine pages of news!

Travel Daily today has nine pages of news & photos, plus full pages: (**click**)

- AA Appointments jobs
- Travel Trade Recruitment

Economy class Europe on Sale

Published and fully combinable fares to our extensive European network, on sale now for travel to 31DEC2015.

Find out more about our connections from Australia to Europe [here](#).

Return from
\$750
plus taxes
& charges

STAR ALLIANCE MEMBERS

TravelManagers.
Grow with a
network full
of individuals

Travel
Managers
As individual
as you are



P:1800 019 599

E: suzanneL@travelmanagers.com.au
join.travelmanagers.com.au

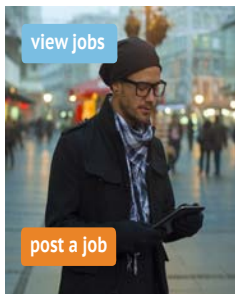
READYSET SAIL
THE SUMMER UPGRADE EVENT

Special Savings and upgrades



Holland America Line
A Signature of Excellence

[LEARN MORE >](#)



view jobs

post a job

“ jobs in travel online
I found my job on jito ”

over 300 hot jobs
in travel, tourism
and hospitality

jito

www.jito.com

Travel Daily

First with the news

Thursday 5th February 2015

EUROPE BY CAR

- ✓ Best Self-Drive Option - 21 Days - 6 Months
- ✓ Tax-Free Brand New Cars ✓ GPS All Models
- ✓ 100% All-Inclusive Insurance - Nil Excess
- ✓ Travel with Total Peace of Mind!
- ✓ We cover Punctured Tyres, Lost Keys, Wrong Fuel

Discover more at

RENAULT EURODRIVE

www.renaulteurodrive.com.au 1300 55 11 60



OUT THERE STARTS HERE

YOUR GREAT SERVICE
AND OUR GREAT RATES

Expedia TAAP, that's
why your customers
keep coming back.

Earn great commission and
get your clients out there.



JOIN TODAY AT
www.expedia.com.au/taap
Telephone
1800 726 618
Email
expedia-au@
discovertheworld.com.au



OTA consolidation tipped

TRAVEL and tourism data analysis firm Phocuswright says it is expecting further consolidation within the global online travel agent landscape, as the big players continue to expand.

According to a study on the year ahead in digital travel, the global travel industry was worth more than US\$1.3 trillion last year & is expected to grow at a compound annual growth rate of 4.3%.

North America, Western Europe & Asia Pacific markets account for nearly 80% of all online bookings.

At 10%, online transactions are more than double off-line sales.

Phocuswright said OTAs have grown significantly in recent years with the two largest players, Expedia & Priceline, experiencing a 9 point jump in the global OTA market share in two years, rising from 38% in 2011 to 47% in 2013.

That figure is expected to rise further as a result of Expedia's takeover of Wotif.com last year & speculation of other OTAs selling, such as Orbitz (TD 23 Jan) and more recently TripAdvisor.

Phocuswright said smaller mid-size and regional OTAs as well as

suppliers, particularly hoteliers, face mounting "challenges".

"In a marketplace led by scale and technology, there is increasing pressure on margins as costs for customer acquisition continue to rise, a lot of questions about how these mid-size companies are going to be able to compete against those with size and scale, such as Priceline and Expedia," Phocuswright's Douglas Quinby said during a webinar on *The Year Ahead in Digital* on Wed.

Supertour to Peru

TOP selling agents of the Globus family of brands are in the running to earn a place on the firm's 2015 Supertour, revealed today as heading to Peru.

Thirty agents from Australia and New Zealand will experience the best of Lima, Cusco, the Sacred Valley and Machu Picchu on the nine-day expedition in Aug.

Over 200 of the top sellers of Globus, Cosmos, Monograms & Avalon Waterways have now been notified if they are in with a chance to experience Peru - see globus.com.au/supertour2015.

Bitcoin for Webjet

ONLINE travel agency Webjet is claiming an Australian first, with the ability for customers to pay for some of its offerings using digital currency Bitcoin.

The new payment option is being trialled on the Webjet Exclusives deals site, and if successful is likely to roll out to other Webjet offerings including flights and accommodation, according to an AAP report.

MD John Guscic told TD the payment method was launched "in response to customer feedback and as part of Webjet's mission to provide customers with a wide range of choice, both in travel deals & payment options.

Webjet Exclusives ceo Paul Ryan said there were further new payment methods "in the pipeline" for the company.

Delta Starbucks deal

DELTA Air Lines has announced it will serve Starbucks coffee on every Delta and Delta Connection flight around the globe.

The US carrier initially teamed with Starbucks in 2013, offering its brews on select cross-country and West Coast Shuttle flights.

SAY GOODBYE TO
MANUAL CHARGEBACK
RECONCILIATION – AND
THE CREDIT RISK WITH
NEW SABRE
VIRTUAL PAYMENTS



ACHIEVE MORE WITH SABRE PACIFIC

Ph: 1800 005 147 | E: enquiries@sabrepacific.com.au

HERE'S YOUR CHANCE TO LEARN HOW TO DO THE NT

Win prizes, tame a 'wild' buffalo, experience
the tastes of the Northern Territory



Sydney, March 4
Melbourne, March 5

REGISTER NOW!



NEW BROCHURE OUT NOW

Explore YOUR WORLD
FEB TO DEC 2015 | 44 CRUISES ON SALE TODAY | 7 - 35 DAY SAILINGS

FROM ONLY \$1,890* PER PERSON

BOOK BY 31 MARCH 2015
FARES INCREASE APRIL 1ST

OCEANIA CRUISES®

BONUS: SHIPBOARD CREDITS UP TO US\$500* PER STATEROOM

*CONDITIONS APPLY



BREAKAWAY CUNARD
International Travel Industry Club

NEW! Queen Victoria Specials Industry Rates.
19 Nights - Inside cabin from **\$1,839***
pp including taxes & port charges.
* Conditions Apply.

CLICK HERE for further details

Capital inclusions for Aussies

VETERAN London hotelier David Levin has brought a secret weapon with him this year on his annual sales sojourn in Australia - his daughter Kate, who now runs both of the family's hotels.



The Capital and The Levin, located in Knightsbridge near Harrods, are well known to Australian travel agents, with David having come down annually for more than 40 years to showcase them to agents who are key distribution partners for the upmarket properties.

This morning the Levins (pictured) told *Travel Daily* that Australians continue to be a key market for the hotels, with a range of exclusive inclusions for Aussie guests to continue in 2015. Perfect for Australians arriving

into Heathrow on early morning flights, offers include breakfast on day of arrival before 10am, priority check-in and late check-out, access to The Peak Health Club & Gym in Knightsbridge and transfers from LHR for a minimum three night stay in a Junior Suite.

As well as the hotels, the offers are also available at The Apartments next door, a collection of eight serviced studios and one bedroom flats. See www.capitalhotel.co.uk.

Shanghai Disney delay

THE Walt Disney Company has set back the opening of the Shanghai Disney park from the end of this year to H1 of 2016.

Construction of Disney's sixth park/hotel destination began in Apr 2011 (*TD* 08 Apr 2011) and is a joint deal venture between Disney and the Shanghai Govt.

Capital expenditure for Shanghai Disney Resort blew out from US\$0.7b to US\$1b due to higher construction spending.

Chief executive Robert Iger this week said: "We will complete major construction by the end of this calendar year, and we're planning a spectacular grand opening in spring of 2016, which we believe is the optimal time to showcase the full grandeur of this world class destination".

Parks and Resorts revenues for the quarter ending 27 Dec jumped 9% year-on-year to US\$3.9 billion as patronage to Disney's Orlando and Anaheim assets increased.

Window Seat

SAILING can be a serious business, but most of the travel industry yachties taking part in yesterday's annual Travel Corporation regatta (see **p6**) were just there for a nice afternoon on the harbour.

However *TD* spotted at least one participant who had come prepared - complete with a freshly aired pair of personal sailing gloves (**pictured below**).

We can confirm that the special sailing apparel was worn by none other than AFTA ceo Jayson Westbury, with the fingerless gloves helping him steer the Trafalgar 1 boat to victory in the day's first race.



INSIDER JOURNEYS
Imagine the stories

TRAVEL INDOCHINA REBRANDS TO INSIDER JOURNEYS

After 21 years, we're very excited to announce that we're rebranding Travel Indochina to Insider Journeys.

To celebrate we're offering a companion flies free offer on some of our most popular Small Group Journeys.

BOOK AN INSIDER JOURNEY AND A **COMPANION FLIES FREE**
ON SELECTED SMALL GROUP JOURNEYS




Brought to you by



CALL 1300 362 777

EMAIL agents@insiderjourneys.com.au

BETTER PACK YOUR  IT'S TIME TO FLY TO **LONDON**



BUSINESS CLASS FROM **AUD4,990** | **ECONOMY CLASS** FROM **AUD1,329**

[Click Here](#)

*Inclusive of taxes and surcharges. Conditions apply.

WWW.FLYROYALBRUNEI.COM

QF Vancouver tickets

QANTAS is enabling passengers booked on flights to Vancouver via Los Angeles or Dallas/Fort Worth to re-book onto its new direct seasonal services (**TD** yest).

Customers holding a Qantas 081 issued ticket are able to change flights if travelling within seven days of the direct service, subject to specific conditions - for details, see www.qantas.com.au/agents.

MEANWHILE, Donna Campbell from the Canadian Tourism Comm said she was "absolutely thrilled" by the new non-stop capacity between Australia and Canada.

Campbell told **TD** yesterday the 33 direct flights (spread over Jun/Jul and Dec/Jan) from Sydney will enable more Australians to access Canada quicker, while providing greater feed from Qantas' vast domestic network.

"The added capacity confirms to us that Australian travellers are really interested in Canada," the CTC's local boss commented.

BNE Master Plan OK

INVESTMENT of \$3.8 billion is on the cards for Brisbane Airport after the facility had its 2014 Master Plan approved this week by the federal government.

Deputy Prime Minister and Minister for Infrastructure Warren Truss rubber-stamped the plan, which covers terminal expansion, opening of the new Parallel Runway project.

The plan also included a five-year Airport Environment Strategy and Ground Transport Plan.

Brisbane Airport chief Julieanne Aloe said the investment will allow BNE "to cater to the expected doubling of passenger numbers to around 48m by 2034".

This month, hotel juggernaut Accor is commencing construction of a dual hotel project and conference & meeting centre at Brisbane Airport (**TD** 31 Jul).

Pullman Brisbane Airport & ibis Brisbane Airport are slated to open in Nov next year.

Buffalo expansion

DESTINATION Management Company Buffalo Tours is off to an "aggressive" expansion in 2015, launching operations in four new markets in Asia Pacific and is planning to add a further two later this year.

CEO and general manager Tran Trong Kien said the motivation to expand is driven from travellers seeking "more authentic experiential travel experiences".

The latest in-country offices are located in Singapore, Malaysia, China and Hong Kong, elevating Buffalo Tours' existing reach from five markets to nine.

Indonesia and Japan will also come online before year's end.

GM Australia Katherine Lord said the new destinations provide partners with an increased offering to "put travellers in touch with local cultures," complementing Buffalo Tours' existing ops in Laos, Vietnam, Cambodia, Thailand and Burma.

B USA Vegas badge

BRAND USA has expanded its online training platform for agents to include a focus on Las Vegas.

The USA Discovery Program provides a series of modules that enable agents to earn badges, designating them as experts in specific US travel specialities.

Those who attain a Las Vegas badge will have in-depth knowledge on Sin City's accom, dining options, nightlife & must-see attractions and destinations.

To be eligible for the Las Vegas badge - the first highlighting a US city - agents must first complete the Regional Expert Badge prior to undertaking specialist badges.

Other badges focus on the great outdoors, fly-drive, winter sports, family holidays and other fields.

Consultants who earn the Regional Expert badge qualify to participate in the Brand USA & Hawaiian Airlines' inaugural USA MegaFam departing next month.

For more details, [CLICK HERE](#).





2016 Preview

SAVE 10%

off all Europe & Southeast Asia cruises

- ✓ ALL departure dates
- ✓ ALL cabin categories
- ✓ **Combinable** with standard brochure discounts



2 New ITINERARIES

[Click for more information](#)

More tongues for ice

EMIRATES' in-flight entertainment system *ice* has this month seen the introduction of films in Pashto language, the dialect spoken in parts of Pakistan and Afghanistan.

Next month, Emirates will also add movies in Igbo, the language of southeastern Nigeria, EK said.

Oasis IV construction

ROYAL Caribbean Cruises has cut steel for its fourth Oasis-class ship at the STX France shipyard in Saint-Nazaire, France, signalling the start of construction of the new mega liner.

The yet-to-be-named vessel is expected to enter service in 2017.

Papeete summer fare

AIR Tahiti Nui has fares to Tahiti on sale until 20 Feb, leading in at \$1,199 return in Economy Class. Valid from Sydney, Melbourne & Brisbane and flying via Auckland, the summer special is based on travel between 06 Feb-30 Nov. See www.airtahitinui.com.au.

SYD T1 transformation

HOARDINGS have gone up on the air-side of immigration at Sydney International Airport as the facility begins a 20-month long transformation (**TD 28 Jan**).

The project will provide greater capacity and transform the passenger experience, Sydney Airport said yesterday.

Speaking at the SkyTeam Exclusive Lounge official opening last week, Sydney Airport ceo and managing director Kerrie Mather revealed the revamp will provide quicker access to departure gates after passing through screening, bypassing the long walk through duty free.

Improved wayfinding, additional seating capacity, wider walkways and brand new shopping & dining outlets will be unveiled over time.

Uniworld incentive

A SEVEN-night European river cruise is on offer for the travel agent with the highest number of deposited bookings processed with Uniworld Boutique River Cruise between 01 Feb & 31 Mar.

The incentive is based on cruises departing in 2015 or 2016.

There are two runner-up prizes also on offer including a \$500 Sheridan voucher (2nd prize) and high tea for two valued at \$150 (third prize).

Vibe plants its flag in Marysville



GUESTS at the soon-to-open Vibe Hotel Marysville will be encouraged to engage with local surroundings and immerse in the ongoing regeneration of the area.

Toga Far East Hospitality this week celebrated the impending launch of its newest property with a stylish event at Sydney's Botanic Gardens.

Rooms will be positioned as personal havens of relaxation, with artworks and interior design that "reflect the area and setting".

In total, the property located 90 minutes from Melbourne will offer 101 rooms including five suites, a 480-seat conference centre, Radius Bar & Grill, a wellness facility, gym and pool.

"We want to position Vibe Hotel Marysville as a place to really

connect on many levels," TFE Hotels ceo Rachel Argaman said.

Pictured above are the team from TFE Hotels, from left is Paula McDonnell, David Green, Katie Finlay and Emma Fraser.

Dreamworld 4-for-3

GUESTS booking Dreamworld's Unlimited World Pass before 31 Mar can take advantage of a buy three, get a fourth free promo.

The 4-for-3 deal is available for entry to Dreamworld, Whitewater World and Skypoint through until 31 Dec, with pass holders also able to attain 'first ride' privileges to new attractions and discounted admission for family & friends.

Passes are priced from \$89.99, available online.

DESTINATION ANNOUNCEMENT



SUPERTOUR

2015



PERU

[FACEBOOK.COM/GFOBSUPERTOUR](https://www.facebook.com/gfobsupertour)

GLOBUS.COM.AU/SUPERTOUR2015

GLOBUS

COSMOS

MONOGRAMS

AVALON
WATERWAYS

GET INVOLVED!

[CLICK HERE](#)

GA reducing Osaka

GARUDA Indonesia will drop Airbus A330-200 services on the Jakarta-Osaka Kansai route from four to three weekly, with the move effective 27 Apr.

AAT Kings of the ocean



THE Travel Corporation yesterday held its annual sailing regatta on Sydney Harbour, with key industry partners taking to the ocean aboard a fleet of yachts each themed as one of the various TTC brands - Trafalgar, Insight Vacations, Uniworld, Contiki, Adventure World, Creative Holidays and AAT Kings.



A blustery afternoon on the water saw some exciting racing as participants ground, yanked, leaned, heaved and steered their way around the course.

After two exhilarating races, the AAT Kings yacht came home the winner, thanks to the skills of the salty sea-dogs **pictured above** along with Travel Corporation md John Weeks.

Inset are Steve Labroski from itravel with Maria Slater of Maria Slater Travel in Canberra.

Lots more pics from the event at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).

New travel software

TRAVEL software solution firm NETSEMANTICS has introduced a new integrated platform for travel companies to sell products from in-house contracts or third parties via Xml, in B2B or B2C channels.

NETSEMANTICS' suite of products include an ERP software application for the management of travel & tour operating agencies and nsMobile for local excursions.

Products are available in 'Basic', 'Standard' and 'Premium' levels, for use by travel agents, tour operators, OTAs and others - see www.netsemantics.gr.

IATA offering airline degree

THE International Air Transport Association is expanding its industry educational options with the launch of a new Advanced Master Degree in Airline Operations.

For the first time ever IATA will partner with a university to offer a degree qualification, with the move in partnership with the Ecole national de l'aviation civile (ENAC) in Toulouse, France.

"By joining our expertise with that of ENAC we will help to build the pool of qualified and competent aviation professionals needed to operate, manage and grow the international air transport system to meet future demand," said IATA director

general Tony Tyler.

The qualification will be taught with the involvement of experts from the IATA Training and Development Institute, including courses on Aviation Fuel Management, Safety Management Systems for Airlines, Emergency Response Planning and Crisis Management, Human Factors in Aviation and Airlines Training.

The new program will be offered from Sep 2015.

Preferred adds new Residences

THE Preferred Hotel Group has announced the debut of "Preferred Residences" - a worldwide collection of villas, bungalows, condominiums and units available at a range of luxury hotels and resorts.

CEO Lindsey Ueberroth said the move would help Preferred "satisfy a growing demand from our guests who want access to the private residence experience but are also resistant to relinquishing the convenience of staying in a luxury hotel".

The collection has launched with 18 properties, all of which are members of the Preferred Boutique or Preferred Hotels & Resorts brands.

All units feature large living spaces, kitchens and a range of other services such as resort car services.

Preferred Residences includes a team of "concierges" who are available to help coordinate bookings, with insider knowledge of each property to help match guests to their ideal residence.

EY boosts codeshare with Air Seychelles

ETIHAD Airways has expanded its codeshare deal with 40% equity partner Air Seychelles to encompass 21 weekly EY flights between Mumbai and Abu Dhabi.

The services connect onto Air Seychelles flights from AUH to the Seychelles and complement thrice weekly direct services between the Seychelles and Mumbai.

Loama Maldives open

THE new Loama Resort at Maamigili has opened its doors, claiming to be "the most unique luxury resort in the Maldives".

The private island is part of the northernmost Raa Atoll, with the property featuring six fine dining restaurants, a museum and contemporary art gallery and a showcase of Maldivian culture.



MSC CRUISES RETAIL CONSULTANT

Due to exceptional growth, MSC Cruises Sydney is hiring a reservation consultant.

The successful candidate must have exceptional cruise and sales knowledge, work within a team as well as independently in a fast paced environment, and have a minimum of 4 years' experience within the retail or wholesale travel sector. Strength in airfares and ticketing is important with GDS and system knowledge. Must have a passion for cruising, excellent attention to detail, and a good work ethic.

The successful candidate will work in our reservation team and liaise closely with our marketing, sales and product departments, work well under pressure, meet deadlines and provide support to the office as required. Salary on application. Send written CV with covering letter to hr@msccruises.com.au by 13 February 2015.

Greece

WITH TURKEY EXTENSIONS

www.greecemedtravel.com

Download the brochures now or order from Tifs

Call: 1300 661 666

2015
www.greecemedtravel.com

WIN OPENAIR CINEMA TICKETS WITH BRITISH AIRWAYS



British Airways, the only European airline to service Australia, is sponsoring this year's Bondi Openair Cinema in Sydney and is offering readers the chance to win one of 2 double passes to watch a film of their choice before the season ends on March 1, 2015.

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

britishairwayscomp@traveldaily.com.au

What is the name of the German naval code British experts are trying to break in the critically acclaimed film *The Imitation Game*?

Need a hint? [Click here.](#)



Congratulations to yesterday's winners Dylan Lawrey from Infinity Holidays and Catarina Fraga Matos from Destination NSW!

Captain Cook lights up

DISCOUNTS of up to 35% are currently available on Captain Cook Cruises' earlybird online specials for Vivid Sydney cruises.

The operator's one-hour Vivid Lights cruise is priced from \$29pp for bookings made by 11 Mar.

Cruises depart at 5pm and 7:30pm weeknights, with extra departures on weekends.

Sailings will tour the harbour offering close-up views of the myriad of light & art installations dotted around the harbour as part of the popular annual festival.

See www.captaincook.com.au.

Conflict zone reports

MALAYSIAN airline authorities have urged the United Nations' International Civil Aviation Organisation (ICAO) to make reporting of risks to airlines mandatory in the wake of MH17.

Calls have been backed by the Netherlands, which itself lost 196 souls in the disaster.

"We cannot delay implementing changes in the way global commercial aviation operates," Malaysian officials told ICAO at an assembly this week in Montreal.

ICAO has proposed creating a centralised website where member states can post warnings about conflict zones, but said its idea doesn't call for information to be provided compulsorily.

Third CAN strip opens

GUANGZHOU Airport (CAN) has opened its third runway overnight, with the new strip able to handle wide-body aircraft including the A380.

Up to 308 flights operated by 33 airlines, including 90 by hub carrier China Southern Airlines, were cancelled during the strip's commissioning process.

CAN is now the third airport in China operating three runways alongside Beijing Capital (PEK) and Shanghai Pudong (PVG).

The third runway will be mainly used for landings, the airport said.

QR Premium One

A NEW "Premium One" Airbus A319 aircraft has been delivered to Qatar Airways' corporate charter arm Qatar Executive.

The aircraft will be available for charter from 17 Feb and features 40 convertible flat-bed seats in a 2-2 single aisle configuration.

Qatar Executive currently offers its Business One product flying daily between Doha & Heathrow.

New Big4 platform

HOLIDAY park operator Big4 has launched a revamped website offering new features including the ability to query availability for multiple parks in one search.

Aussies keen on Queen & Country



ALREADY a billion pound market annually for Great Britain, a greater emphasis on developing inbound tourism from Australia as a source market is expected by VisitBritain in coming years.

Speaking at a trade event at The Langham, Sydney last night, VisitBritain marketing director Joss Croft described the Australia market as a "global success story".

He added that 2014 will be a record year for visitation once all the numbers are tallied up and "we're expecting a big year in 2015 as well".

Croft said that Britain's heritage, culture and shopping, not to mention the countryside continue to draw big numbers of Aussies.

"One of the reasons we love Aussies is their propensity to travel across the breadth and depth of the United Kingdom and this year we'll be encouraging Aussies to enjoy all of the experiences they love in our cities, in our countryside."

He highlighted major cultural events coming in 2015 include the 800th anniversary of the signing of the Magna Carta, the 125th birthday of Agatha Christie and the 150th anniversary since *Alice in Wonderland* was written.

On a more mainstream level, the 2015 Rugby World Cup will play out across 13 venues in England and Wales later this year and the next instalment in the enduring James Bond franchise hits cinema screens from Oct.

Australia is currently the fourth highest yielding international market for Great Britain and tenth highest by volume, which Australia-based marketing director Mark Haynes described as "a considerable achievement for such an incredibly strong market" when also factoring in up to a 24-hour flight time.

Haynes is **pictured** above centre with VisitBritain communications director Kristen Angus and marketing director Joss Croft.

China Airlines (CI) 3 weekly Sydney – Christchurch Flights



meals /drinks All inclusive fares from **AUD\$179** one-way in Economy; **AUD\$484** in Business

baggage **The most competitive international**

seat-back TV **fares for travel this summer!!**

Skytrax 4-star



The Leading Airline from Taiwan

Seasonal service 02DEC14-01MAR15



SPECIAL SAVER FARES

Book by 28 Feb 2015



VOYAGES of DISCOVERY
FOR LIFE'S ADVENTURE

Book select 2015 Europe & Mediterranean cruises by 28 Feb 2015 and **SAVE** up to \$4,340pp*

CLICK FOR MORE INFO

Turkmenistan flights

TURKMENISTAN Airlines will this month add a new direct route between Ashgabat and Kuala Lumpur to its network, with one weekly 777-200LR service.

Back-Roads to the fore



A **CONCERTED** focus on building relationships with the travel trade has seen significant growth for Back-Roads Touring in Australia, with the operator seeing a strong response to its preferred agreements with most agency groups in Australia.

Global ceo Steve Reynolds (pictured above with sales manager Hugh Houston) is in Australia this week and told **TD** the business is "travelling very nicely at the moment".

It's almost two years since Reynolds left Cox & Kings in Melbourne and relocated to head up Back-Roads in London (**TD** 03 May 13), and he said the company is confident of its future prospects.

"We are growing at 25-30%

annually at the moment, and we see that continuing for some years," he said.

Back-Roads operates small coaches with a maximum of 18 passengers, allowing it to explore smaller destinations and properties and provide a more intimate and flexible experience.

Europe and the UK are a key focus, but this year Back-Roads has added Turkey to its portfolio, while in 2016 Morocco itineraries will also be on offer - along with ongoing expansion of departures on existing tours in the portfolio.

Despite Flight Centre being a major investor in Back-Roads, Reynolds confessed that FC is not its biggest customer in the local market, with strong uptake for the offering across the board.



**Travel and Cruise Consultants
(Adelaide, South Australia)**

Phil Hoffmann Travel is a South Australian family owned business employing over 200 South Australians operating from 10 branches throughout the state, and is 10 time winner of the prestigious NTIA award 'Best Travel Agency in Australia'. We are looking for experienced travel and cruise consultants dedicated to delivering outstanding customer service and with a proven sales record to join our vibrant team.

To learn more about this opportunity and Phil Hoffmann Travel please go to

<http://www.pht.com.au/positions-available.asp>

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, send us an email at appointments@traveldaily.com.au.

Topdeck Australia has appointed **Jessi Greer** as its new Business Development Manager in Victoria (west), while **Blake Muir** takes on the newly created role of Head of Sales Development with the youth touring firm, which will see him lead the current on-road sales force in Australia.

Karen Brown has been appointed as National Sales Manager for **Greece and Mediterranean Travel Centre**. Her extensive industry experience includes more than a decade with Qantas as Industry Account Manager.

Etihad Airways has appointed **Jordi Porcel Cortes** as its new General Manager for Spain. Also new to EY is Aussie **Linda Celestino** who has joined the carrier as Vice President Guest Services.

Allison Lee has been appointed as the new Director of Public Relations and Media for **Destination NSW**, reporting to General Manager Communications Tanya Bowes.

Excite Holidays has announced the relocation of its Director of Sales & Marketing **Joe Karbo** to the company's European office in Athens, taking up a new role as Head of Distribution in which he will be responsible for all international sales channels. **Joana Bonto** has been promoted to head up the sales, marketing and customer service teams in Excite's head office in Sydney.

Avril Carter has taken up a new role as Head of Business Development - Pacific for **HotelClub**. She joins the company from TripAdvisor, with her career also including roles with Orbitz Worldwide, Tempo Holidays and Mandarin Oriental Hotel Group.

Hilton Worldwide has announced the appointment of **Craig Bonnor** as the new General Manager of Hilton Melbourne South Wharf. **Clinton Farley** is the new Hotel Manager of DoubleTree by Hilton Melbourne - Flinders Street - the third time he will have opened a new Hilton property.

Peter Smith has joined the **McLachlan Travel Group** as General Manager McLachlan Tours. He will oversee Mat McLachlan Battlefield Tours, Discover Asia and McLachlan Experiences "as well as introducing new and exciting product innovations," the company said.

Angela Thompson has joined travel industry press release distribution service **TravMedia** as its new Regional Manager for Australia. She was formerly with Trippas White Group and also the Globus Family of Brands.

Dan Penner has taken up a new role with **Viator**. He moves from Keith Prowse Sport and Entertainment, and prior to that was with Helloworld as its Contracting Manager for land and hotels.

Mark Williams is set to replace Liz Ward as Chief Executive Officer of the **Australian Tourism Data Warehouse**.

Ben Alcock has been appointed as the new PR and Communications Director for **Oman Tourism Australia and New Zealand**.

CLICK HERE FOR MORE INFO

CAN I HAVE SOME MORE, PLEASE?

Discover & Hurtigruten offering up to \$1,000 of FREE BONUS INCLUSIONS

discover the world | HURTIGRUTEN



From

Brad or Janet

To

Conchita –
Can you do it?

Eurovision
SONG CONTEST
VIENNA 2015

Austrian
Official Airline

Eurovision 2015

Agency competition

Can you transform from Brad or Janet into Conchita? Send us your photo for a chance to win a seat on this mega-famil. The best transformation wins! *Details here.*

16,000 for SiteMinder

HOTEL distribution aggregator SiteMinder has signed the Hyatt Key West Resort & Spa in Florida, the 16,000th hotel customer for the firm now in 160 countries.

Travel Daily
First with the news

Thursday 5th Feb 2015

Will the real Conchita please stand up?

STEFANIA Scuderi from Jetsetter Travel in Ayr, Queensland is the latest gutsy entrant to dress up as Conchita Wurst, the flamboyant Austrian singer who won last year's Eurovision Song Contest.

Scuderi is now in with a chance to win a spot to see this year's Eurovision which takes place in Vienna in May.



Creative entries are continuing to flow in, with the competition being run in conjunction with Austrian Airlines and the Vienna Tourist Board - for more details, see the competition box at left.

EY Millemiglia invest

ETIHAD Airways has continued its investment in Alitalia, acquiring a 75% stake in the Italian carrier's Millemiglia frequent-flyer club.

The investment sees Millemiglia members able to earn and burn points on the Etihad network including airberlin & Jet Airways.

New Millemiglia signups joining before 28 Feb will earn a double welcome bonus of 4,000 points.

Together, the four programs have 14 million members globally.

Over 50s insurance

THE latest entrant into the crowded travel insurance market is a company calling itself Boomers Travel Insurance, targeting baby boomers and retirees "who have difficulty getting insurance simply because of their age".

Boomers policies are underwritten by Allianz, with Boomers general policies having no upper age limit, online enrolment and automatic cover for over 30 common pre-existing medical conditions.

The offering also includes "lifestyle packs" with specialist cover for cruises, golf holidays, skiing and adventure activities - plus free insurance for grandkids travelling with policyholders.

Air Astana sleeper

KAZAKHSTAN flag carrier Air Astana has announced the debut of a new "Economy Sleeper Class" product, set to debut on Boeing 757 flights from Astana to London and Frankfurt this week.

Economy Sleeper Class combines three economy seats to allow passengers to rest in a lie-flat position - similar to Air New Zealand's SkyCouch product.

Air Astana's Economy Sleeper cabin is separate from both the Business and Economy class cabins, with up to 12 Sleeper seats available on each flight.

A kit including a mattress, pillow and duvet is offered for Economy Sleeper Class passengers, with other benefits including priority check-in, a 30kg baggage allowance, lounge access, in-flight entertainment and a Business Class amenity kit.

Parks in focus for Tas

TASMANIA has received 37 responses to an Expressions of Interest call from potential new tourism ventures keen on setting up in National Parks in Tasmania.

The state's Will Hodgman-led Liberal government initiated the EOI, seeking "sensitive and appropriate" ideas as a measure of developing Tasmania as the "environmental tourism capital of the world".

Stage 1 assessments of each proposal have been completed, recommending 24 progress to Stage 2 and more information being sought from a further two.

"We want to give more Tasmanians and visitors the opportunity to experience our unique, world class wilderness areas," Tasmanian Minister for Environment, Parks and Heritage Matthew Groom commented.

infinity
HOLIDAYS

Wholesale Travel Consultants

Brisbane, QLD

Infinity are looking for experienced **Travel Sales Consultants** to be a part of their successful teams in Brisbane. This role will see you liaising with a diverse array of Flight Centre Travel Group Consultants across all retail brands, and assisting them to plan all aspects of their client's trips.

To become part of the Infinity family, you'll need have a minimum of two years travel industry experience, along with a demonstrated sales ability and a commitment to providing a level of customer service that is second-to-none. In return, you'll enjoy opportunities for **professional development, global and career progression**, flexible working arrangements and a highly attractive base salary + **generous commission structure!** Advance your career and apply now!

Apply Online at: Applynow.net.au/jobF165969

SWAN HELLENIC
DISCOVERY CRUISING

FEBRUARY
FRENZY
SAVINGS!

Book by 28 Feb 2015

CRUISE EUROPE, THE CARIBBEAN OR
SOUTH AMERICA AND SAVE UP TO 30%

CLICK FOR MORE INFO

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.

Postal address: PO Box 1010, Epping, NSW 1710 Australia
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)

Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of Travel Daily no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

Publisher/Managing Editor: Bruce Piper Editor: Guy Dundas Assistant Editor: Matt Lennon
Contributors: Louise Wallace, 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

Part of the Travel Daily group of publications.

Travel Daily CRUISE **travelBulletin** business events news Pharmacy **DAILY** Travel Daily TV



WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

SEO/SEM CHAMPION REQUIRED

MARKETING SPECIALIST

CENTRAL SYD LOCATION – EXECUTIVE SALARY

This award winning travel company is looking for a marketing extraordinaire. The role has a broad spectrum but will focus on online, analytics, EDMs and database management with SEO/SEM experience essential. This is your chance to showcase your skills and move to a company that continues to grow and can offer ongoing career advancement and progression. Don't miss this outstanding opportunity to be part of an exciting phase of growth!

*** NEW ROLE ***

GENERAL MANAGER (SALES & MARKETING)

SYDNEY CENTRAL – EXECUTIVE SALARY PACKAGE

This unique niche travel company is a specialist in their field and looking for an experienced General Manager for their Sales and Marketing teams. You will be responsible for developing and implementing strategic marketing and sales plans as well as operating budgets. Progressive management experience in the travel industry, strong business acumen and analytical skills combined with exceptional interpersonal and communication skills are essential in this role.

WHAT A NEW YEAR OPPORTUNITY

OPERATIONS MANGER

CANBERRA – EXEC SALARY \$85K PLUS

This national TMC is seeing huge growth and is somewhere you want to be! Come on board as their Operations Manager and demonstrate your ability to drive and motivate the team. You'll have the maturity to handle this role running the Canberra based operation while reporting through to head office. A strong corporate travel background is essential for this role. This is a great opportunity to kick start your new year.

LUCRATIVE SALARY IN ACCOUNT MANAGEMENT

NATIONAL ACCOUNT MANAGER

SYDNEY – EXEC SALARY PACKAGE

If you believe that your career profile would seriously benefit from having a powerful corporate brand behind you, consider this role. You will be an experienced corporate account manager capable of handling a portfolio of VIP accounts. Develop strategic business plans, delivering to agreed objective and targets, be accountable for the ultimate retention and growth whilst mentoring your junior colleagues.

CONFERENCE, INCENTIVE & EVENTS

SENIOR EVENT MANAGER

MELB - SALARY PACKAGE TO \$77,000 (DOE)

Having been in the industry over 30 years with offices Australia wide, this company will create innovative events on the largest of scales. As a Senior Event Manager, you will be fully accountable for the programs under your direction. You will be working with the sales team & client to ensure event briefs and budgets are fully understood. Experience managing large group flight movements essential.

MOVE THIS BUSINESS FORWARD!

GENERAL MANAGER / CEO

MELBOURNE – SALARY PACKAGE TO \$220K (DOE)

This prominent travel company is looking for an experienced General Manager to join their Australian headquarters. You will be responsible for the operational and financial performance of the business, delivering business plans and budgets, identifying trends to gain market share, along with overall management of the business and its staff. Senior management experience at GM/CEO level essential, together with adaptability & flexibility. Full P/L experience req'd.

PRODUCT PERFECT!

PRODUCT MANAGER/TEAM LEADER

BRISBANE – UP TO \$90K PKG + BONUSES

An opportunity exist to join this renowned travel company as a Product Manager/Team Leader. Responsibilities will include leading and motivating the product team as well as the negotiation of wholesale contracts and promotional activity with suppliers. We are looking for an experienced Product Manager who has a strong understanding of the wholesale travel sector, negotiation & relationship building skills required along with experience managing a team.

ONE OF THE FASTEST GROWING TECH CO.

BUSINESS DEVELOPMENT / ACCOUNT MANAGER

MELBOURNE – LUCRATIVE SALARY PKG

This leading travel technology provider is seeking a competent sales professional to join their growing team. You will be responsible for building & maintaining relationships with key personnel in order to develop new business opportunities & retain existing; account management of a portfolio of clients; together with contracting and implementation of new clients. Sales experience & a driven approach essential.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

EMAIL YOUR CV TO: executive@aaappointments.com.au

NSW & ACT: 02 9231 2825 VIC, WA & SA: 03 9670 2577 QLD: 07 3229 9600

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

www.aaappointments.com.au



Working in partnership with the Australian Travel Industry

Travel Consultant

Gold Coast, \$Attractive Package, Ref:1551PS1

Are you a sales guru with strong fares & GDS knowledge? Do you have excellent worldwide product & destination knowledge? This award winning agency are offering a real work life balance, a great working environment plus loads of benefits, incentives and an excellent commission structure! Suited to a target oriented consultant who is solution focused, I.T savvy and is adaptable to a changing environment. Ability to work to & exceed set sales targets is required for this career leading opportunity!

For more information please call Peta on (07) 3023 5024 or click [APPLY](#) now.

Product Specialist

Sydney, Competitive Package, Ref: 1553SZ1

Join a reputable adventure company as either an African or Himalayas specialist for the product team! Ideally our client is looking for someone working within a product role however, what's most important is someone currently in the travel industry and have had extensive personal travel experience to either Africa or Nepal. Attention to detail is a must, someone that's creative minded and being able to think outside the box is very desirable. Role is Mon to Fri based in the Sydney CBD.

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

Inbound Travel Consultant

Melbourne, \$45-50K, Ref: 1519KF3

Are you an Australian travel specialist? This is a rare role to join a fantastic company and offer outstanding customer service, amazing product to travel agents and direct customers - this is the inbound travel role for you! This is a fantastic company who are looking for a wonderful Inbound Travel Specialist to join the team, offering amazing product to direct customers and agents . You will be offering a range of services, from hotels, car hire, day trips, special interest tours.

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

Travel Consultant

Adelaide, \$Competitive, Ref:1570DV3

My clients looking for a Travel Consultant to join their expanding team! If you have a passion for all things Travel and would like to build your career further in a successful environment then this could be the role for you! If you have previous experience working as a Travel Consultant and you are hard working with superior customer service skills we would be happy to hear from you! Offering excellent working hours, competitive salary and bonuses this is not to be missed!

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

Retail Travel Consultant

Brisbane, \$Competitive, Ref: 1573AW1

We have a new opportunity for a retail travel consultant looking for a fresh challenge. This independent and successful retail agency located in Inner West of Brisbane offers support, lots of enquiries and high end bookings. You will be an experienced retail agent offering exceptional customer service, first hand product knowledge and strong Galileo, Crosscheck and up to date airfare knowledge. Solid commission structure is in place so there is heaps of earning potential. Interviewing now!

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

Corporate Travel Consultant

Sydney, Up to \$65K + Bonuses, Ref: 1428MB1

My client is a reputable, leading independent TMC located in Sydney. They are looking for an experienced Corporate Travel Consultant with excellent GDS experience to be apart of their growing team. As an experienced Corporate Consultant you will be working on last minute changes, including international & domestic flights, accommodation and car hire. You will need to be professional have an enjoyment for a fast paced environment and working to deadlines. Monday to Friday business hours.

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

Travel & Cruise Consultant

Melbourne, \$45-\$55K, Ref: 1569MD1

Our client is seeking a new, well seasoned travel and cruise consultant to join their boutique travel team in the south eastern suburbs of Melbourne. You will be focusing on great customer service to ensure repeat business. Located on a busy street in a lovely area and servicing well travelled and knowledgeable clients , Monday to Friday Hours with one Saturday every 3 weeks, opportunity to lead travel famils as well as attend and booking all areas of the globe using GDS such as Sabre!

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

Corporate Travel Business Development Manager

Perth, \$70-80K OTE, Ref:1552LB3

Amazing opportunity! Ready to leave consulting behind and get involved in business development? We are looking for a BDM to work in the corporate sector for this award winning TMC. If you are currently working in corporate travel and looking to step up into a new & financially rewarding role, this is your chance interviewing ASAP! You will be sourcing new leads, building rapport with our clients and developing relationships with key accounts. Excellent salary and incentives on offer.

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



Find your ideal travel job at www.TravelTradeJobs.com.au
online... on mobile... in branch