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# Travel Daily

First with the news

Wednesday 18th February 2015



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## NZ backs Virgin Aus/Delta

AIR New Zealand has flagged its in-principle support for the re-authorisation of Virgin Australia's pact with Delta Air Lines to the Australian Competition and Consumer Commission.

Chief strategy of networks and alliances Stephen Jones told the competition regulator on Mon that NZ "agrees with the main thread" of the submission to extend the five year old alliance.

Jones acknowledged "access to a local network in each of Australia and the US is extremely important to the sustainability of trans-Pacific services," he wrote in a one page submission.

"As a general proposition, Air NZ supports alliances between air carriers, which are becoming increasingly important in the

development of our international network and accessibility of long-haul destinations," he said.

Jones also noted a joint Virgin Australia and Delta Air Lines' suggestion that the launch of its Auckland-Buenos Aires route should be disregarded as a "competitive response to the alliance" (TD 08 Jan), but rather a stand-alone business decision.

### Starwood boss quits

ADAM Aron has been named as interim chief exec at Starwood Hotels & Resorts Worldwide following the resignation of ceo & president Frits van Paasschen.

Van Paasschen has headed Starwood since Sep 2007.

Starwood said in a statement that van Paasschen's departure was a "mutual agreement with the board of directors".

### APT Grand Sale

APT is reminding agents there are just 11 days left for clients to access the range of savings and special offers as part of its Grand Sale - see the **cover page** for info.

### Today's issue of TD

*Travel Daily* today has nine pages of news, a cover page from **APT**, a photo page for **The Hotel Connection** plus full pages from: (**click**):

- AA Appointments jobs
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## SATC invoice scam alert

**THE** South Australian Tourism Commission has warned operators to carefully check details on invoices, with some tourism companies receiving unsolicited bills for a listing on [southaustraliatourism.com.au](http://southaustraliatourism.com.au).

Travel agents may also be targeted, with the same company sending the invoices also running other websites containing listings of agencies in Brisbane, Sydney, Cairns and Melbourne.

In an email distributed yesterday, the SATC advised that it had not sent the invoices, which come from a business confusingly called “South Australia Tourism”.

South Australia Tourism, it turns out, is the trading name of a Queensland based company called Accommodation Find Pty

Ltd - previously known as Digital Business Directory Pty Ltd, with a sole director and shareholder named Amanda Stichbury.

Internet records confirm that Stichbury is the holder of more than 1400 domain names.

The SATC confirmed that its official consumer website is [www.southaustralia.com](http://www.southaustralia.com).

“Business listings on this website are free, as operators are registered with the Australian Tourism Data Warehouse,” the SATC email said.

Interestingly, the non-official South Australia Tourism website run by Accommodation Find lists a range of similar-looking “Partner Sites” with titles such as Tourism Cairns, Tourism Adelaide, Tourism WA and Victoria Tourism.

The group’s agent sites include Brisbane Travel Agent, Travel Agent Sydney, Cairns Travel Agents, Travel Agents Gold Coast - all of which feature listings of genuine agencies operating there.

The SATC urged operators to “remember to carefully check an invoice before any payment is made to any supplier”.

## Dorchester stay-pay

**THE** Dorchester Collection’s offer of a complimentary night with any booking of three nights or more is valid for bookings before 28 Feb.

The “3 nights for the price of 2” deal applies to stays until 12 Apr - see [dorchestercollection.com](http://dorchestercollection.com).

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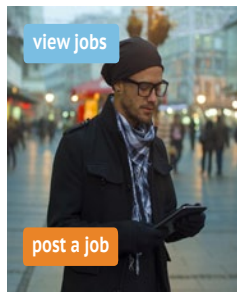
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## New QF domestic structure rolls out

**QANTAS** this morning cut over to its new simplified Australian Domestic fare structure (**TD 16 Jan**), which aims to provide a competitive offering while also making fares easier to sell.

Applicable for sale and travel within Australia on all Qantas and QantasLink domestic and regional markets, the rejigged structure applies to all new tickets issued or reissued from today.

Under the structure revamp, Business Class domestic fares have been streamlined to three year-round fully flexible price points, while for Economy the former Fully Flexible and Flexi Saver fares have been combined into a single 'Flex' family.

Flex tickets give the ability for changes to be made up to departure without incurring an airline flight change fee.

Name changes and refunds can also be made prior to departure with a fee, and Flex tickets offer a

flexible ticketing time limit, with payment and ticketing required within 72 hours after booking.

For Red eDeal fares, Qantas has increased the number of fare classes to "improve price options when customers have more certainty on their travel plans".

Qantas fares continue to be inclusive of complimentary food and beverages, checked baggage and in-flight entertainment where provided.

A full suite of training resources and clue cards on the new structure is at [qantas.com/agents](http://qantas.com/agents).

**MEANWHILE**, QF has also revamped the timing of its meal services on domestic flights for short and medium sectors.

Breakfast is now served for an extra 30 minutes for departures up to 0859, while lunch starts an hour earlier for departures from 1100 and dinner starts an hour earlier for departures commencing 1700.

## TIA, PATA sign MoU

**NEW** Zealand's Tourism Industry Association has signed a new Memorandum of Understanding with the Pacific Asia Travel Association (PATA).

The pact, said to see the NZ tourism industry "contributing at a global level," will see PATA provide TIA with access to its insight reports which analyse trends in Asia and Pacific tourism.

In return TIA will provide PATA with relevant NZ reports and statistics to help PATA "broaden its own insight base".

Both organisations will be able to co-brand the information and make it available to their respective members.

"While we have good information on our own market, New Zealand has a paucity of global market insight," said TIA chief executive Chris Roberts.

PATA and TIA will also support each other on advocacy and policy work, as well as providing mutual networking opportunities.



## Window Seat

**GUESTS** staying at the luxury Sofitel The Palm in Dubai can now enjoy a fabulous new golf experience, which involves hitting balls into the ocean which surrounds the property.

Don't worry - it's unlikely that one of the balls will end up in the spout of a whale, because the hotel is using special "Ecobio" golf balls which are fully biodegradable.

In fact, they dissolve into fish food as soon as they are submerged in water.

"The ocean is the perfect expanse in which to drive golf balls, and supports our living values of environmental sustainability through Ecobio balls," said the hotel's recreation manager, Eugene Swart.

It costs AED650 (about \$200) for 100 of the special balls.



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## Cessnock investment

**HOTEL** developer Dr Jerry Schwartz has called on the NSW Government to upgrade Cessnock Airport to a commercial capacity, arguing that upgraded air access would open up tourism to the Hunter Valley.

Speaking yesterday at the debut of the new 1,650-delegate Hunter Valley Conference, Schwartz said the Hunter Valley could now tap into high-yield groups, int'l tourists and corporate travellers, but said Cessnock Airport was in need of "an urgent upgrade".

"The Hunter Valley has rich history and pedigree, high quality accommodation and restaurants, outstanding wines and a wide range of attractions, but I still believe that the region could be performing better," Schwartz said.

The tycoon added that local councils could take a more pro active role in supporting tourism development, saying a number of planned projects have stalled due to long approval procedures.

More details in today's issue of **Business Events News**.

## Beyond bonus credits

**GUESTS** booking a departure on Beyond Travel's 15-day Best of the Baltics and Poland journey by 28 Feb will receive \$300 Beyond Travel Credits per couple.

The deal applies to departures from Jun to Sep with credits able to be put towards the cost of pre & post tour accommodation, rail passes and more.

A \$200 per couple credit is also available on Beyond Travel's 13-day Polish & Baltic Jewel, for departures in Jun, Jul and Aug.

See [www.beyondtravel.com.au](http://www.beyondtravel.com.au).

## Creative THAI bonus

**CREATIVE** Holidays is offering agents 13% commission until the end of Feb when booking a THAI Airways International New Year Escape fare.

Fares can be paired with a range of Creative Club land packages which also offer 13% commission.

Eight night THAI air & land packages start from \$1,089ppts.

TG's year-round fares to Thailand are commissionable at 18%.

## AC Prem Econ to Sydney

**AIR** Canada says it expects Premium Economy to be available on services to Sydney "probably within the year," boosting the service to a three-class offering.

The forecast came yesterday from Duncan Bureau, Air Canada's global vice-president of sales during a visit to Australia.

Retrofitting work to bring the carrier's Boeing 777, 767 & Airbus A330 long-haul product in line with its "baseline" 787 Dreamliner aircraft fleet is now underway, Bureau told **Travel Daily**.

"We're heavily invested in that & we're keen to have that across all fleet types. We expect to have that all converted over by 2020."

"We're looking at retrofitting the 777s and the 767s as well as the A330s with a Premium Economy product. It will probably be within the year that we'll have a three-class configuration in Australia," Bureau added.

**MEANWHILE**, Air Canada has earmarked Australia as a future

route for 787 services, labelling its on-order Dash-9 aircraft as "the right aircraft for this market".

Bureau said the carrier held options for up to fifty 787s for delivery up to 2020, with plans to grow from 185 global markets currently served to 250 over the same period of time.

To date, seven 787-8s have been delivered and the first 787-9 will join the fleet in Nov this year, with Delhi and Dubai the first markets to see the Dash-9 model.

Brisbane and Melbourne remained high on Air Canada's wish list, Bureau told **TD**, however the issue preventing expansion in Australia was aircraft availability.

"We definitely think there is an opportunity. The question will always be what is the cost of deploying here versus elsewhere."

Bureau told **TD** he had met with officials from Brisbane Airport this week to reaffirm the carrier's interest in launching services to the Queensland capital in future.

## CEO Travelmarvel

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## Excite points promo

**EXCITE** Holidays has launched the largest incentive in its history which will see the B2B wholesaler give away 2.5 million reward points to travel agents.

The incentive will see bookings of eligible hotels in the USA and Canada earn 1,000 bonus points, with the promo running until the points allocation is exhausted.

Over 3,000 hotels across North America are eligible in the promo.

## NZ Govt pulls out of convention centre

**SKYCITY** Entertainment Group says it will reconsider the design of its planned Int'l Convention Centre after the NZ Government said it would not provide funding.

CEO Nigel Morrison said he respected the crown's decision and that plans would need to be reviewed to bring it more in line with SKYCITY'S total budget commitment of NZ\$402 million.

"This decision gives SKYCITY the clarity needed to move forward with the development of this exciting project. We remain committed to delivering a landmark Convention Centre for Auckland & New Zealand," he said.

Design deadlines approvals will be extended to meet the changes.

## Expedia boosts stake in AirAsia JV to 75%

**EXPEDIA** overnight announced its intention to purchase an additional 25% of AAE Travel Pte Ltd, which is the joint venture it formed with AirAsia in 2011.

Expedia will pay US\$86.3 million for the additional shareholding, which will boost its ownership in the JV to 75%.

AirAsia group ceo Tony Fernandes didn't explain why the carrier was selling down its stake, but said the Expedia partnership "has been and continues to be a terrific success for both companies".

Expedia ceo Dara Khosrowshahi said "Asia continues to be a fast-paced, growing market, and partnering with a powerful brand like AirAsia has been instrumental in driving the expansion of our business in the region".

## Luxury culture shift

**SIX** in ten travellers believe price is no longer a barrier in obtaining luxury travel products, according to the 2015 Australian Luxury Travel Survey released today.

The poll was carried out jointly by luxury agent network Virtuoso along with ultra-high-end luxury Whitsundays resort qualia based on 2,500 survey responses.

It found Australian travellers considered authentic experiences and personalised attention as luxury's new defining parameters.

More details on the survey in tomorrow's issue of *Travel Daily*.

## MTA launches 'Zero Flight Risk'



**MTA** Travel is set to heavily promote its new Zero Flight Risk consumer protection offering (**TD** 10 Feb), with a campaign to launch mid-year masterminded by creative and consulting agency The Impossible Institute.

At a formal launch in Sydney yesterday, MTA joint managing director Roy Merricks highlighted the simplicity of the new product, which is being claimed as an Australian first.

"Zero Flight Risk is a 100% guarantee that any client purchasing travel products and services through an MTA member can rest assured the company will reimburse their funds in the event of any approved travel intermediary or end supplier becoming insolvent, and being unable to deliver the product or service," he said.

Merricks told **TD** the company has developed Zero Flight Risk through a combination of insurance policies, self-insurance and an increased focus on risk management, under which suppliers are subjected to additional scrutiny by the firm.

He stressed that the initiative is not a replacement for travel insurance, but "goes much further than the previous

protection afforded under the TCF" which only guaranteed client funds in the event of the failure of a TCF member.

The promotional campaign has a number of elements, including a video in which MTA ambassador and pioneering Aussie solo sailor Jessica Watson features.

On social media, MTA customers will also be encouraged to share photos of special MTA piggy banks on holidays in exotic locations, along with the slogan "Don't let your money go away without you".

The best "piggy on holidays" snapshots will be in the running to win a new Honda Jazz.

The long-established MTA now has around 370 members around the country.

**Pictured** at the launch event at the Park Hyatt Sydney - which coincided with the company's 15 year anniversary - are, from left: Michael Londregan, Virtuoso Asia Pacific gm; Virtuoso chairman and ceo Matthew Upchurch; Roy Merricks, MTA Travel joint managing director and AFTA ceo Jayson Westbury.

To view the MTA Zero Flight Risk promotional video, click on the logo at right or see [traveldaily.com.au/videos](http://traveldaily.com.au/videos).



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**ABOVE:** The team at FBI Travel were out and about networking this week in Melbourne, participating at the Leading Hotels of the World function held at Fatto Bar & Cantina.

**Pictured** lapping up a glorious summer sunset overlooking the Victorian capital from left are FBI Travel's Danny Engman, Vera Schwartzbord, Debbie Grace, Ginine Schulberg, Ruth Leibson, Ginette Peterfreund, Michelle Adler and Erica Slutzkin.

## A380 DXB/MXP/JFK

**EMIRATES** will introduce A380 services on its daily Dubai-Milan Malpensa-New York JFK service starting 01 Jun, replacing existing Boeing 777-300ER aircraft.

## Jacques clarification

**ANDRE** Jacques was most recently the director of sales and marketing at Sheraton Melbourne, not Sheraton Mirage Port Douglas as mentioned in **TD** yesterday.

Starwood says he was appointed to the Sheraton role in Jan 2014.

Prior to the Melbourne position, Jacques worked with Starwood for 8yrs with the St Regis brand in North America and Middle East.

## Trails of Freedom

**NICHE** walking tour operator Hidden Italy is offering a special nine-day hike through the European Alps that retraces the steps of Australian war heroes.

Departing Biella on 20 Aug, the 96km walk ascends 5,000m of terrain over all types kinds of trail with accom in hotels, pilgrim monasteries and mountain huts.

The Trails to Freedom walk travels through Piedmont and concludes at the Mt Moro Pass.

Participant numbers are capped at just 12 hikers, including all meals and some wine, all transfers and service charges.

For more information, go to [www.hiddenitaly.com.au](http://www.hiddenitaly.com.au).

## CX Jan traffic grows

**SOUTHWEST** Pacific routes including Australia were strong performers for Cathay Pacific and regional offshoot Dragonair in the month of Jan, with passenger numbers up 8.3% year-on-year.

According to the latest results from the carrier, Cathay carried more than 2.6m pax overall over the month - an increase of 2.7%.

Load factors decreased by 0.7% due to a 7.3% jump in capacity.

## Ardent upbeat

**OPERATORS** of Dreamworld on the Gold Coast, Ardent Leisure Group, have reported a marginal drop in revenue for the theme park division of the business for the first half of 2014/15.

Pre-tax profit fell 1.2% to \$20.4 million with Ardent ceo Greg Shaw acknowledging "a tough first quarter" was followed by improving attendance from local and interstate markets in Q2.

Ardent said during the first half, international markets were improving, with strong revenue growth from source markets, New Zealand and China.

"A lower Australian dollar and lower fuel prices are expected to positively impact domestic traffic to the Gold Coast in key holiday periods, while positive momentum is expected to continue in international tourist traffic," Ardent forecast.

## Local music in hotels

**GERMAN** luxury property group Steigenberger Hotel Group has introduced a new brand centred on the local music scene of the city in which the hotel is located.

Dubbed Jaz in the City, each property will reflect local culture, with the first property earmarked to open in Amsterdam in Sep.

Rotating artworks will feature in each room, with music by local artists featuring in public spaces along with impromptu concerts.

Jaz in the City Amsterdam will offer 247 rooms, 11 suites and a spa treatment centre.

## Van & Camp '15 guide

**THE** NSW Caravan & Camping Holiday Touring & Products Guide 2015 has been released, featuring details on more than 400 holiday parks and 200 caravan & camping services around the state.

The guide also provides info on dealerships, equipment suppliers and repairers, along with maps, distance guides, local attractions & events and more.

Search parameters have been refined making it easier to locate luxury cabins, powered sites, camping and motorhome spaces.

It's available in hard and digital versions for use on mobile devices and tablets - more info at [www.caravan-camping.com.au](http://www.caravan-camping.com.au).

## SLH welcomes three

**SMALL** Luxury Hotels of the World has welcomed a further three properties to its portfolio in London, Lijiang and Florence.

The properties include the soon-to-open 51 room and suite Laslett Notting Hill in London, recently opened 22 private residence Lijiang's Patio and the 32-room Hyatt Regency, Florence, SLH's third property in the Italian city.

## US axes CA, A3 c'share

**AMERICAN** Airlines has notified the Department of Transportation that it has terminated the seven-year-old codeshare pact of US Airways with Air China and four-year-old codeshare agreement with Aegean Airways, with immediate effect.

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## Accommodation Updates

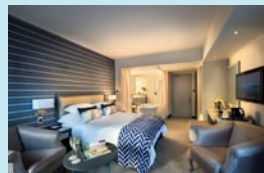
**WELCOME** to Accommodation Updates, *Travel Daily's* Wednesday feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to [accomupdates@traveldaily.com.au](mailto:accomupdates@traveldaily.com.au).



Now open at **Crowne Plaza Coogee Beach** is the property's new Ocean's Dining & Drinks venue, fresh from a design makeover which installed a renewed focus on relaxation, fun and contemporary comfort. A focus for the venue is on showcasing the Coogee lifestyle while maximising ocean views. Offering a southern Mediterranean menu, the outlet features five different rooms offering colourful furniture with a mix of individual and communal tables.



Boutique Sydney property **Glenferrie Lodge** has completed a \$1 million refurbishment on its 19th century guest house and all 70 rooms. For the first time, conference facilities have been installed, leading to new revenues from business travellers. All bedrooms and bathrooms have been overhauled along with dining and communal areas, while new landscaping has been carried out on the enclosed garden, reaffirming its appeal for travellers with pets.



Situated on the Cape Town waterfront, the **Portwood Hotel** has completed an extensive refurbishment delivering a significant upgrade to its contemporary rooms. The hotel's restaurant and lobby is built around original holding cells used on prisoners prior to their transfer to Robben Island 300 years ago. All rooms have been refreshed with new nautical colour patterns & linen, again putting the hotel front and centre on the Cape Town map.

### LH corporate focus

**GERMAN** carrier Lufthansa has become the first airline to sign on to adopt the new Amadeus Altéa Corporate Recognition solution to better recognise corporate flyers.

The software allows Lufthansa to tailor ancillary offers to its corporate and business travellers from booking to disembarkation.

Items include preferential baggage handling and seating, fast-track security access & more in order to boost brand loyalty.

Altéa Corporate Recognition allows airlines to identify its most loyal travellers through all direct and indirect booking channels.

### Emirates a top brand

**EMIRATES** is now one of the world's 200 most valuable brands after being named in the 2015 Brand Finance Global 500 report, released this week.

With overall brand value now totalling US\$6.6 billion - a 21% jump on last year, the Dubai carrier ranked 196 out of 500, climbing 38 spots from 2014.

The accolade sees it the world's highest ranked airline, ahead of UA, AA, DL, LH, BA and Southwest and the highest ranked UAE firm.

It joins globally recognised names such as Lego, Apple, Red Bull, Ferrari, Google and Samsung.

### Martin MC at Gallipoli

**JOURNALIST** and TV presenter Ray Martin will serve as the special guest MC for Mat McLachlan Battlefield Tours' private Gallipoli Dawn Service.

**Travel Daily**  
First with the news  
Wednesday 18th Feb 2015

## Globus/FC cheers the Brumbies



**RUGBY** season for 2015 is now underway and Globus wasted no time in getting its Canberra-based agents behind the ACT Brumbies.

The touring firm treated a group of Flight Centre agents to the Brumbies' opening match against the Queensland Reds, with seats right near the centre of the field.

The agents were all top-sellers of Globus product and those showing the most improvement from across the Canberra region.

Local fans went away more than happy, with the Brumbies

humiliating their Queensland rivals by 47 points to 3.

**Pictured** above during the match from left is Jason Kendall, FC City Walk; Chris Hill, Globus Family of Brands; Tem Fraser, FC Weston; Erin Gordon, ET Woden; Stacey Jackson, FC Dickson; Kieran Roberts, ET Belconnen and Jesse Kaus from FC Gungahlin.

### SA back for seconds

**SOUTH** Australian Tourism Minister Leon Bignell has named the creative team to take charge of the second Tasting Australia showcase of local food highlights.

Tasting Australia will return next year, taking place 01-08 May 2016, with local chef Simon Bryant, wine expert Paul Henry and celebrity chef Maggie Beer to play major roles in the program.

Bignell said the festival would become an annual event on the state's calendar & would build its appeal in food-based tourism.

### Mantra open Bell City

**MANTRA** Group has added 844 rooms to its inventory, rebranding and opening two towers in Melbourne as Mantra Bell City and BreakFree Bell City.

The mixed-use property in the suburb of Preston consists of dual towers offers multiple F&B dining outlets, 15 conference spaces, serviced offices and retail space.

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# Exclusive European Showcase entertains nationwide

**THE** 2015 Hotel Connection roadshow launched at Carousel in Melbourne last week, on a superb night right by the water. The series of shows continued on to Adelaide at the National Wine Centre of Australia before concluding in Sydney at the Museum of Contemporary Art.

Each of the three events were generously sponsored by Rail Plus, with airline partners consisting of Singapore Airlines in Melbourne & Emirates in Adelaide.

At each event, guests were invited to hear from overseas visitors for a presentation about travel ideas in Spain, Italy and the UK.

Guest presenters included Filippo Curinga from Italian Dream Incorporated, Paolo Kastelec from Villa Fontelunga in Italy and Georgina Escales from Hotel Neri in Barcelona.

**RIGHT:** In Sydney, Kevin Headings, Sanford Int'l Travel; Vickie White, Goldman Travel; Monika Racz, World Travel & Katherine Laing, The Hotel Connection.



**THE** team together - Cecilia Fabian, The Hotel Connection; Paolo Kastelec, Villa Fontelunga; Georgina Escales, Hotel Neri; Filippo Curinga, Italian Dream Incorporated; Sarah Whitty, The Hotel Connection; James Dunne, Rail Plus; Katherine Laing, The Hotel Connection & Cindy Kam, Edwardian Grp London.

**LEFT:** Sarah Whitty, The Hotel Connection; Simone King, World Corp Travel & Paolo Kastelec, Villa Fontelunga.



**ABOVE:** Sally Bird, Executive Edge; Pat Craig, Craig's Travel; Sarah Whitty, The Hotel Connection; Liz Young, Travel Avenue and Leon Vandenberg, Singapore Airlines.



**ABOVE:** Travel Counsellors enjoying the Adelaide event at the National Wine Centre of Australia.

**ABOVE:** In Melbourne, Larla Pascual and Dean Easton, CT Connections and Georgina Escales, Hotel Neri.

**RIGHT:** Cindy Kam, Edwardian Group London; Davielle Gardner & Kellie White, Helloworld, also at the Melbourne roadshow.



**BELOW:** FBI Travel's Ginine Schulberg, Willie Best, Danny Englman & Vera Schwartzbord with Paolo Kastelec and Villa Fontelunga (centre).



**RIGHT:** Filippo Curinga, Italian Dream Inc; Kate Pollard, Spencer Travel; Sarah Whitty, The Hotel Connection; Maggie Poynter, Spencer Travel and Guy Batten, MTA Travel.





## FJ Shanghai flights

FIJI Airways is this month operating three special return flights to Shanghai, with the Chinese New Year services departing NAN 13, 20 and 25 Feb.

## Jenny's Conchita ready to croon

JENNY Davis from Anwhere Travel in Sydney clearly looks set for a big night of karaoke.

Complete with a microphone and even a personal "Love. Respect. Jenny" slogan, she has pulled out all stops to enter this month's **Travel Daily** competition.

Courtesy of Austrian Airlines, ANTO and the Vienna Tourist Board, the best travel industry Conchita Wurst lookalike will win a

trip to Austria in May, as part of a global once-in-a-lifetime mega-famil which will take in the 2015 Eurovision Song Contest.

The competition closes at the



end of the month, and we're looking forward to seeing more bearded cross-dressing efforts - for entry details see the competition box at **right**.



### Cargo Services Officer (Maternity Relief) Melbourne

Cathay Pacific Airways requires an energetic and confident person to join the Melbourne team as Cargo Services Officer. Contract will be for approximately 12 months, starting immediately.

The successful candidate will assume responsibilities for a variety of key areas, including flight planning, load control, freighter supervision, dangerous goods handling as well as cargo reservations and servicing the existing client base for both import and export cargo.

The candidate should possess and be able to demonstrate the following criteria:

- Experience in the airline or freight related industry (an advantage)
- Excellent communication and interpersonal skills
- Excellent computer skills
- Initiative, enthusiasm and creativity

An attractive salary package will be offered to the successful candidate.

Please send your resume to:

[Angela\\_borst@cathaypacific.com](mailto:Angela_borst@cathaypacific.com), Advisor, People Department Australia

Applications close 25 February 2015.

**Please note: Only those applicants who are successful in gaining an interview will be notified.**

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

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**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.*

## SQ loads backward

**JANUARY** was a largely negative month for Singapore Airlines, with passenger traffic and loads posting declines for the month.

Overall loads were down 1.8% network-wide, with numbers on Americas & Europe routes falling 8.6 and 3.5 points respectively.

Southwest Pacific was the only region Singapore Airlines posted a gain, with numbers up 0.1% on an average load factor of 84.9%.

## Albatross Brit rejig

**ALBATROSS** Tours has added an exclusive overnight stay at Leeds Castle to its recently revamped 16-day Best of British itinerary.

The fully escorted tour includes multiple visits to heritage sites, country mansions and gardens, a cruise on Lake Windermere, a steam train across the Yorkshire Moors and more.

Priced at \$6,989ppts, the trip operates between May & Sep.

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## Globus, 87

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**GLOBUS**

### About Globus

Hi, I've been touring the world since 1928. What I enjoy most about #touring is showing people the world, and providing a first class experience not only for my passengers, but also for Travel Agents.

Offering Guaranteed Departures, exclusive Local Favourites and less than 2 minute hold times, my age means I am experienced ;)

My favourite destination is Switzerland because that is where my story began.

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**CORPORATE WITH A TWIST  
CORPORATE TRAVEL CONSULTANT**

**MELBOURNE - SALARY PACKAGE UP TO \$65K (OTE)**

This is not your average corporate consulting role. Working Monday to Friday business hours, you will constantly be challenged with unique domestic and international bookings for the academic industry. Excellent salary package plus great employee benefits including a social & fun working environment are but some of the perks on offer working for this reputable & stable organization. Previous experience working in corporate travel and impeccable attention to detail are a must when applying for this position!

**\*NEW\* HOT OFF THE PRESS  
CORPORATE CONSULTANT**

**PERTH – SALARY PACKAGE UP TO \$65 (OTE)**

We have a sensational new corporate role in Perth that will see you finally getting back that work life balance while earning a high base salary. This well-known office now requires a corporate consultant to join their expanding team & service large market corporate accounts. Booking interesting itineraries to domestic & international destinations your days will be varied & you won't regret making the move. This hot role could be yours if you have a minimum 2yrs travel consulting experience. Apply today.

**SERVICE THE EXECUTIVES OF THE WORLD!  
HIGH END LEISURE CONSULTANT**

**MELBOURNE – SALARY PACKAGE UP TO \$75 (OTE)**

Enjoy dealing with leisure travel bookings and want to take your career to the next level? Working Mon - Fri hours & located in the head office, you will be offering a wide and unique selection of leisure travel options for this organization's array of corporate clients. You will never get bored in this role! 3 years leisure consulting experience is ESSENTIAL along with strong sales and product knowledge. In return you will be rewarded with an amazing salary with uncapped commissions, famils & a great work environment.

**SHARE YOUR TRAVEL STORIES**

**PART TIME OR FULL TIME LEISURE CONSULTANT  
MELB (INNER) – SALARY PACKAGE UP TO \$55K (DOE)**

Are you an expert leisure travel consultant? Would you like flexibility in your working week? Move into this high end office in Melbourne's inner city suburbs and away from those annoying time wasters. As an experienced travel professional you will service loyal repeat clients with their luxury holidays. This office is looking for the right person to join their small team, who have built a reputation in the local area for their travel knowledge, friendly demeanor and high standard of service. Sound like the job for you? Contact AA today.

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**SUNSHINE COAST – TOP SALARY PACKAGE DOE**

Are you an experienced Travel Manager ready to take a leap into a new challenge? This leading travel agent, centrally located on the Sunshine Coast is looking for a Travel Manager to join their team. Your role will involve hands on consulting along with motivating, training and the daily running of this small team. Be rewarded with a strong salary pkg as well as travel discounts and benefits. Previous travel management exp is a must along with an obvious passion for the travel industry and for leading others. Apply today.

**TRAVEL CONSULTANTS, PART TIME PERFECTION  
AFERHOURS TRAVEL CONSULTANT**

**BRISBANE CBD – SALARY PKG \$60K PRO RATED**

Are you an experienced travel consultant with strong fares and ticketing knowledge? Than this role was made for you! This global travel company is looking for a fresh face to join their after-hours team. The role will have you creating new bookings and making changes for the general public via online and phone enquiries. Enjoy an excellent salary pkg, free car park on site and loads of industry benefits. Previous exp and strong fares and ticketing knowledge is essential. If this sounds like you then apply today to be in the running!

**NO MORE WEEKENDS?**

**DOMESTIC CORPORATE TRAVEL AGENT**

**SYDNEY – SALARY PACKAGE UP TO \$50K + BONUSES**

This global corporate TMC is looking for an intelligent domestic corporate consultant to join their team. You will have the opportunity to work across a number of blue chip accounts, booking all their corporate needs. This company offers amazing perks including access to global travel discounts and ongoing career progression as well as excellent training and support. Minimum 2 years travel experience and strong time management skills required. Contact AA today!

**BE TOP OF YOUR CLASS**

**GROUPS TRAVEL CONSULTANT**

**WESTERN SYDNEY – SALARY PACKAGE UP TO \$55k**

This boutique group's agency needs a tour coordinator to join their expanding team. Design all aspects of exciting specialized worldwide tours themed around sport, history, art, music & much more. Liaise with suppliers to create a bespoke all-inclusive package; using your knowledge and creativity to develop unique itineraries building relationships as you go. Regain your work/life balance with M-F only & work closer to home. If you have min 2 years' experience, a passion for group travel & go-get attitude, Apply Now!



## Want the latest Travel Jobs & Recruitment Tips?

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Sandra Chiles

### Temp! Corporate Leisure - Sydney North Shore

- ▶ Monday to Friday
- ▶ 9 Week assignment
- ▶ Excellent hourly rate

Reputable, long standing agency needs an experienced senior Corporate Leisure consultant to handle the portfolio of a senior consultant taking leave.

You will be looking after the travel arrangements of their discerning clientele as if they were your own.

You will need to have a minimum of 5 years experience as a corporate leisure consultant within the Australian marketplace with the following:

- ▶ Amadeus CRS essential, Tramada Next Gen preferred
- ▶ Strong ticketing experience
- ▶ Up-to-date airfares in the market place
- ▶ Knowledge of hotels for the more discerning clients
- ▶ Knowledge and experience booking coach & cruising

So if you are looking for work flexibility why not temp?  
Starting early April for 9 weeks.

Call Sandra [click here](#) for more details

### Client Relations Co-ordinator - Sydney

- ▶ Wholesaler with excellent employee benefits
- ▶ No face to face or phone contact!
- ▶ Salary from \$50K + company incentive + benefits

A specialist wholesaler with unique, unparalleled product seeks a Client Relations Co-ordinator to assist in increasing and retaining customer base and build loyalty.

Call Cristina [click here](#) for more details

### Travel Co-ordinator - Sydney

- ▶ Work Monday to Friday
- ▶ Inner West with street parking & station access
- ▶ Salary up to \$50K + super + leave loading

Specialist sporting & educational groups agency is looking for a strong coordinator to book accom, transport, tours & coordinate logistics & documentation for groups of up to 80.

Call Sandra [click here](#) for more details

### Inbound Luxury Consultant - Melbourne

- ▶ Great company with high end luxury products
- ▶ Based in the southern suburbs of Melbourne
- ▶ Join a team of domestic inbound travel specialists

Known for their premium products both domestic and international, their inbound team is seeking a domestic specialist to join the team! Love Australia? Love this job!

Call Cristina or [click here](#) for more details

### Corporate National Account Mgr - Sydney

- ▶ Salary from \$90K + super + incentives
- ▶ 100% Client relationship management
- ▶ National portfolio of accounts

In this sort after position your main objective is to retain all existing clients whilst developing ongoing travel mgt programs that are financially beneficial to both parties.

Call Cristina [click here](#) for more details

### Retail Travel Consultant - Sydney

- ▶ South Sydney, St George area
- ▶ Monday to Friday - close to station
- ▶ A strong repeat following

Work close to home in this award winning agency as part of an established and experienced team. You will be booking both domestic & international itineraries. Sabre pref.

Call Sandra or [click here](#) for more details