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UBS sells down HLO stake

HELLOWORLD Limited's share price surged almost 30% yesterday after the company confirmed an off-market trade which has seen the Alysandratos family boost its stake in the firm to 19.3% (**TD** breaking news).

The transaction, which took place on Wed, saw UBS Australia Holdings sell 30,864,026 HLO

shares at a price of 39c each to Sintack Pty Ltd, which already held 12.3% of the company.

The price paid represents a 41% premium to the "volume weighted average price" for the five previous days on which shares in the company traded.

After the sell-down, UBS retains a 10.9% stake in Helloworld.

The share price briefly spiked to around 39c after the announcement, before dropping back to trade around 31c today.

Sintack shareholders include Irene and Spiros Alysandratos, with the family's travel industry interests also including Consolidated Travel and a 50% stake in the Express Travel Group.

The UBS sale to Sintack was worth around \$12 million.

Espley promotion

UNITED Airlines director ANZ Alison Espley has continued her rise through the carrier's ranks, appointed to the senior role of md of Japan and Pacific sales.

Espley's promotion sees her replace Matt Miller who has taken on the title of managing director, project management & operational excellence at United.

Her new assignment will see her relocate from Sydney to Tokyo in coming months.

10 (!!) pages of news

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

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Thailand arrivals take hit from unrest

AFTER five months of inactivity due to issues processing passenger departure cards (**TD** 10 Dec 14), the Australian Bureau of Statistics has belatedly released its figures on arrivals and departures from Sep 2014.

Indonesia saw the strongest increase in arrivals, up 17.7% to over 95,000 for the month.

Short-term arrivals figures show a strong month, with 5.78 million in total, a 7.1% increase against Sep last year, a figure which also continued an ongoing monthly 0.2% rise dating back to Jul.

New Zealand provided the greatest volume of arrivals with over 101,000, China (+24.7%), Malaysia (17.4%) and India (+15.1%) posted highest growth.

Positive gains were recorded in all markets, with Germany and the USA both strong among traditional source markets.

A standout statistic was a sharp decline in the number of Aussies travelling to Thailand, posting a 16.1% decline to 443,000.

Other destinations posting a fall in numbers included Fiji (-4.5%), China (-3.6%) and the US (-2.9%).

“Terrific” 2014 for United

UNITED Airlines managing director of Japan & Pacific sales Alison Espley has hailed 2014 as a year of major accomplishments for the carrier locally.

Speaking at a Visit USA event in Sydney yesterday, Espley said “2014 was a terrific year for us.

“It was a year when things that we were telling you were going to happen, actually happened”.

In Apr, United Airlines inducted modern Boeing 777 aircraft on flights from Los Angeles and San Francisco to Sydney.

The move saw the replacement of less efficient and ageing 747 jumbos that were equipped with bulk head displays in Economy class, seen as a major competitive disadvantage for long-haul travel.

Espley said the switch to 777s made UA more competitive in Business Class with a fully lie-flat product at the pointy end.

“It also gave us a very competitive Economy class cabin,” she said.

UA’s 777 product offers in-seat videos and power supply, 100 ‘Economy Plus’ seats that provide extra legroom and further, wi-fi is set to be installed across the

aircraft, she confirmed.

The de-linking of Melbourne on one of its daily frequencies to Sydney has proven a success.

She said a quicker turnaround in Sydney has opened up access to another 52 connecting flights across North America, meaning “more options and more opportunities” for travellers.

“The benefit for travellers is that as there is no longer a tag-on service to Melbourne, customers from the West Coast are going to be able to get to the US earlier in the day,” Espley commented.

Espley also lauded the arrival in Oct of UA’s “game-changing” 787-9 *Dreamliner* operating on a brand new non-stop Los Angeles-Melbourne route.

“It has been phenomenally successful and a real hit with Melbournites.”

“We are thrilled with it. The aircraft has been everything we had hoped”, she declared of the longer range Dash-9 *Dreamliner*.

Currently operating on a six weekly basis, United will ramp up 787-9 frequencies to Melbourne on a daily basis starting 12 Mar.

Priciest APAC hotels

MELBOURNE and Sydney took out the top two placings for the most expensive hotel rooms in the Asia Pacific region, according to the HRS Annual Hotel Price Radar report released yesterday.

The findings were based on all hotel bookings processed by HRS Corporate, and found hotel rates varied widely across the region.

Rates in the Vic capital jumped by more than 30% last year to reach \$273.37, a rise which HRS attributed to the city’s booming meetings and events industry.

HRS said a state government initiative to push Melbourne as “the events capital of the world” appears to have borne fruit.

Conversely, Sydney held onto second place despite its average rate falling by 4.7% to \$242.17.

Singapore, Hong Kong and Tokyo rounded out the top five cities.

“Hotel room rates are a key indicator of both tourism and business travel levels throughout the year and our analysis shows that companies have confidence in the APAC region and are continuing to push for global growth,” HRS managing director APAC Todd Arthur said.

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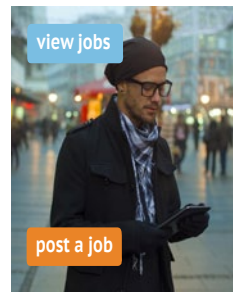
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Magellan launches new brand

THE Magellan Travel Group has debuted a new logo (pictured) and website which aims to highlight its “focused, no-fuss, streamlined approach to supporting its members”.

CEO Andrew Macfarlane said travellers arriving at the new look magellantravel.com.au site can quickly and easily find one of the group's member agents and click through to their own website or their contact details.

“In the past six years we have grown to become Australia's premium group for independent high-end leisure and corporate agents,” he said.

“As we enter our next phase of development it is appropriate to have a brand and communications strategy that best reflects who we are, our philosophy and our values.”

Macfarlane said that for agents

and suppliers, the new site “simply tells the Magellan story and our value proposition”.

He also pointed out that “we are not trying to divert them to a third party online booking engine”.

The next phase of the project will see a new members' section added to the site, to provide agents with information and tools.

Magellan

TRAVEL GROUP

Cyclone disruption

FLIGHTS to a number of Qld destinations have been thrown into chaos due to Tropical Cyclone Marcia which made landfall earlier today.

Carriers are advising customers travelling today to stand by for updates, while Royal Caribbean's *Rhapsody of the Seas* has altered course en route to Cairns and will arrive slightly late tomorrow.

Webjet AirAsia deal

WEBJET this morning announced a new partnership with AirAsia which will see it add the Kuala-Lumpur based low cost carrier's content to its site.

AirAsia head of commercial Australia/NZ Stuart Myerscough said “this important partnership gives Australian consumers even greater access to affordable air travel, enabling them to book the World's Best Low-Cost Carrier through their preferred and trusted online outlet, Webjet”.

Webjet md John Guscic said he believed offering the AirAsia content would further “boost traffic and conversion,” with demand for low cost airlines alongside full service carriers.

“This will provide even greater choice when customers search for international flights at Webjet.”

The partnership includes long-haul and short-haul services, with AirAsia X SYD-KUL flights now showing up on fare grids alongside QF, EK, MH and Jetstar.



Window Seat

FORGET tweets and celebrity endorsements...perhaps the ultimate accolade for a city is still to be immortalised as a square on a Monopoly board.

Celebrating its 80th birthday in 2015, the iconic Parker Brothers real estate trading board game is searching for cities to feature on a new 'Here & Now: World Edition' version of the game.

Contending cities then need to pitch to fans around the world for votes, with the most popular to be offered a spot in the game.

Voting is open until 03 Mar at www.votemonopoly.com, with cities vying for a spot including Barcelona, Queenstown, Sydney, New York and Hong Kong.

Only 20 spots are available, with the city receiving the highest number of votes scoring the coveted Mayfair position.

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NEXT Hotel® Brisbane, boasting a prime position in the Queen Street Mall, is offering an amazing deal exclusively for travel agents from now until 30 April 2015.

Other sweeteners include:

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- 2 return airfares & 5 nights accommodation at the Riva Surya Bangkok for the biggest producing agent



Friday 20th February 2015

Qantas blitzes OTP in 2014

QANTAS has trumped Virgin Australia in 2014 as the nation's leading major airline for on-time performance (OTP) during a year in which domestic airlines lifted the rate of flight departures by close to five percentage points.

According to govt data released this morning, Qantas, QantasLink, Jetstar, Virgin Australia, Regional Express, Tigerair & Virgin Australia Regional Airlines averaged 85.8% for on-time departures in 2014, up from 81% the year prior.

In 2014, domestic flight arrivals were on time 84.3% of the time, a 4.3 point improvement, and the percentage of flight cancellations improved 0.3 points to 1.5%, but was still higher than the long term average of 1.3%.

Qantas flights departed as scheduled at 88.1%, followed by Virgin Australia (86.2%), Jetstar (82.3%) and Tigerair (77.8%).

The positions were replicated for flight arrivals, with QF 87%, VA

(84.9%), JQ (83.1%) & TT (75%).

Regional Express led regional carriers in 2014 at 88.8% for departures and 85.9% for arrivals, ahead of Virgin Australia Regional Airlines and QantasLink.

Based on the 60 routes measured, the Perth-Port Hedland route achieved the highest on-time departures and arrivals at 95.4% and 95.5% respectively.

Western Australia's Newman Airport and Port Hedland Airport were the most consistent at having flights depart and arrive on time.

Less than three-quarters of flights from/to Port Macquarie departed or arrived on time, making it the worst airport in the nation for getting away on time.

Flight cancellations were highest on the Canberra-Sydney route at 4.3%, with QantasLink alone culling more than 320 services between the two cities in 2014, or 5.4% of its frequencies.

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RCI wine & dine deal

SELECT Royal Caribbean cruises booked between today and 11 Apr will receive a complimentary Premium Beverage Package and free onboard gratuities.

The drink package includes still bottled water, fountain soda, non-alcoholic cocktails, select premium cocktails & premium wine, beer, premium wine and 20% off bottles of wine.

Guests booking a suite or balcony stateroom will also receive US\$200 onboard credit for use at a speciality restaurant.

TFE revamps EWB

NEW reward options including a \$4,000 credit for hotel catering, accom or services are available to event organisers arranging events at TFE Hotels under a refreshed 'Events with Benefits' program.

The new structure features five tiers, valid for bookings at Adina, Medina, Vibe, Travelodge or Hotel Kurrajong Canberra.

Whitsundays 'open'

WHITSUNDAYS Marketing and Development Limited has put out the call that the region remains open & is welcoming visitors after Cyclone Marcia bypassed the area at 10pm last night.

Executive director Jeff Aquilina said the region is officially outside the cyclone warning zone.

"It is business as usual for the Whitsundays", he said, with ferry transfers and sightseeing operating "as usual".

New Cal closes in NZ

NEW Caledonia Tourism has announced it will close its office in New Zealand effective 27 Feb.

GTI will take over promotion activity for the destination in New Zealand from 01 Mar.

The Pacific Island destination's Australian sales & marketing rep Caroline Brunel of GTI Tourism will take control of the NZ market in the short term while an Auckland-based rep is sourced.

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WHO IS OUR VIKING STAR ACHIEVER?

The travel agent with the most deposited/paid 2015 Viking River cruises bookings made between 1 Jan and 31 March 2015.

Entry forms must be received by 7 April 2015 and will be validated on 8 April 2015. The Star Achiever will be announced on 10 April 2015. The reward is non-changeable, non-transferable and not redeemable for cash and/or cruise credits. Flights are not included.

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Hawaii beckons for Pearman



LESS than two months into its Australia relaunch, Collette is already incentivising and rewarding the trade to experience its touring style first hand.

The lucky winner drawn last week during Collette's official launch (**TD** 13 Feb) was Epping Travel owner Mark Pearman, who is now off to Hawaii with the firm.

He will sample Collette's 10-day Hawaiian Adventure itinerary, normally priced at \$3,809pp.

QF \$1,596 to Canada

QANTAS has released a sale fare of \$1,596 in Economy Class on select direct flights between Sydney-Vancouver departing in Jul, on sale until 12 Mar.

The itinerary includes a visit to three islands - Oahu, Kauai and Maui - with many meals and excursions included in the tour.

Highlights will include a visit to Pearl Harbour, the Kauai Coffee Company, Kilohana Plantation and a Polynesian Luau.

Pearman is **pictured** above left checking out the array of inclusions in his prize tour with Collette business development manager James Cartmell.

AAT Kings tailormade for FC

FLIGHT Centre has called on AAT Kings' vast Australian footprint to develop what may be the first of many exclusive programs in the Red Centre.

The Australia and New Zealand touring specialist this week unveiled a new four-day 'Uluru Family Shindig' itinerary, available exclusively to Flight Centre.

Targeted wholly at the family market, the package highlights the 'essential elements' of a trip to the Red Centre including Uluru, Kata Tjuta and Walpa Gorge, but caters for youngsters as well, with kids activities and adventures.

Based at Voyages, tours account for an earlier bed-time, free-time to enjoy resort pools and kid-friendly food and drink options.

Activities lined up include joining a local Indigenous artist for an interactive dot-painting workshop and interpretive walk, camel rides and bird watching.

Instead of prawns on the Uluru Barbecue Dinner, children will be offered sausages.

Kids will also receive a branded pack with water bottle, bucket hat, sunscreen and activity books.

AAT Kings says the itinerary has been customised by parents, for parents who have also road-tested the product first-hand.

Priced at \$3,275 for two adults

and two kids, the short break has five departures initially set in 2015, all operating over school holiday periods.

AAT Kings managing director Anthony Hayes said the product's development follows talks with the retailer which was wanting bespoke & unique experiences.

"Not many other operators in the country have a big enough footprint to put together trips in a way AAT Kings can," Hayes said.

He added the product should inspire families to think twice about a theme park holiday on the Gold Coast, and discover the heart of Australia, telling **TD** a trip to the Red Centre was "a birth right of every Australian child".

"It's all about education of the younger generation."

Dependant on its success, the *Uluru Family Shindig* could become a permanent addition.

Hayes said sales for the program since its roll out by Flight Centre this week have met expectation.

"If the exclusive family package works well, we have the ability to put similar 'breaks' together for the Great Barrier Reef or New Zealand," Hayes remarked.

The AAT Kings boss told **TD** the company was open to working with other travel retailers keen to offer exclusive experiences.

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Cover-More flags softness

COVER-MORE Travel Insurance is predicting “lower levels of outbound leisure departures in the second half of 2015.”

Speaking today as the company unveiled a profit after tax of \$11.9 million for the six months to 31 Dec, ceo Peter Edwards said Australians would have a lower propensity to travel due to “weaker consumer sentiment and a lower Australian dollar”.

He said across other markets “recent terrorism and airline events also appear to have adversely impacted travel decisions”.

Cover-More’s gross sales amounted to \$221m, up 10.3%, and Edwards said the strong performance underlined the resilience of the business, coming despite the slow-down in the

Australian market.

Key highlights of the six month period included Helloworld appointing Cover-More as its exclusive travel insurance partner (**TD** 10 Dec 14), a new partnership with NZ general insurer IAG, and new website launches in China and the United Kingdom.

Capacity talks coming

GOVERNMENT talks focused on lifting air capacity ceilings from Qatar, Malaysia and Indonesia will take place this year, Trade & Investment Minister Andrew Robb has confirmed.

Following new Free Trade deals with China, Japan and Korea, Minister Robb said obsolete air services pacts were holding back airlines such as Qatar Airways from launching flights to Sydney.

QR has had its eye on the NSW capital for some time, expressing a desire to fly a schedule within the SYD curfew (**TD** 30 Oct 2013).

Robb said there “is a clear need for deregulation,” with over \$120 million in tourism dollars from visitors travelling via Qatar able to be generated by opening flights.

He added that while welcoming higher numbers of visitors was one thing, ensuring Australia had enough hotels was “a big ask”, with another 20,000 five or six-star rooms needed by 2020.

JQ 787s on SYD/HNL

THE delivery of an eighth Boeing 787 aircraft has seen Jetstar induct the Dreamliner on its Sydney-Honolulu route with immediate effect.

Jetstar has also confirmed the deployment of the remaining three 787s this year, as flagged by **Travel Daily** on Mon.

The transition to 787 services on MEL-NRT from 10 Jul, MEL-SIN from 05 Aug, MEL-HNL from 14 Sep and BNE-HNL from 14 Sep.



VISIT USA Organisation has revealed a shared “ambitious” goal of having 1.5 million visitors from Australia visit the United States annually by the year 2019.

At a media event yesterday, organisation president Janette Davie said this year’s roadshow in Brisbane, Melbourne & Sydney (**TD** yesterday) has received a “fantastic reception”, with over 1,200 travel consultants attending seminars and sessions.

She said Visit USA Organisation was optimistic for the year ahead, saying there was “continuing demand for US product”.

The week-long promotion winds up today with a full day of B2B opportunities in Sydney.

Also speaking at the event was US Consul General Hugo Llorens.

The govt official said the US was pleased the country was the most popular long-haul destination for Australian travellers, but added the diversity of the United States meant there was a “tremendous need” for exploration beyond the well known tourist hubs of Hawaii, California and New York.

Llorens is **pictured** with Davie (centre) & United’s new md Japan & Pacific sales, Alison Espley.

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BW guests drive WV donation



BEST Western Plus Hotel Stellar in Sydney served as the location for Best Western Australasia to hand over a \$30,000 cheque this week to World Vision (**TD** Tue).

The money will be put towards programs in Laos to help children receive better education as well as access to health resources.

Inbound Broome calls

BROOME Visitor Centre has launched an Inbound Response Centre set up to take bookings for member businesses.

Staffed with ten people, the service offers an administration line to assist businesses when out of range, on holiday, on tour or otherwise unable to answer calls.

Calls and emails both from tour desks, travel agents and the general public will be accepted and actioned, with an after-hours personalised service also on offer.

General manager of sales and marketing Steve Richards thanked Best Western's guests, who dug deep over two years to help raise funds for the donation.

"Best Western has always been a family company, so our ongoing partnership with World Vision Australia to help children, their families and communities is a natural extension of this philosophy."

Richards is pictured above right with Best Western member director Paul Hodda and Shona Langridge from World Vision.

SYD Duty Free opens

HEINEMANN Duty Free this week commenced operations at Sydney Airport under its new seven-year contract (**TD** 04 Sep).

In addition to over 400 brands, the new outlet will offer dining concepts headed by Luke Mangan.

New Nitmiluk system

NORTHERN Territory touring firm Nitmiluk Tours has launched a new online reservations system designed to streamline the process and simplify navigation.

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Countries relaxing visa rules

COUNTRIES are increasingly realising the benefits of relaxing restrictions on visas to encourage international travel and tourism, with emerging destinations keen to tap into new revenue streams.

The findings from the latest UNWTO Visa Openness Report showed officials are warming to the visa-on-arrival concept.

In five years, the percentage of the world's population requiring a visa to travel decreased from 77% to 62%, while 19% could receive a visa-on-arrival, up from 6%.

The share requiring no visa at all to travel increased from 17% to 19% over the same period.

"Visa facilitation is central to stimulating economic growth and job creation through tourism," UNWTO secretary-general Taleb Rifai commented.

"Although there is much room for improvement, we are pleased to see that a growing number of governments around the world are taking decisive steps in this regard".

The report found that over half of visa process improvements saw nations move from requiring a visa in advance for entry to

obtaining a visa at immigration.

Rifai praised nations such as India for relaxing formerly strict visa procedures to boost tourism.

"UNWTO forecasts international tourist arrivals to reach 1.8 billion by 2030, and easier visa procedures will be crucial to attract these travellers, especially tourists from emerging source markets like China, Russia, India and Brazil," he added.

AS expands 737 fleet

ALL-BOEING carrier Alaska Airlines has purchased a further six 737-900ER aircraft in a new order valued at US\$594 million.

Delivery will start from next year, with the purchase seeing AS take delivery of 19 aircraft in 2016 from its total order book of 79.

Regent brand returns

REGENT Hotels & Resorts has confirmed it will return to the Indonesian market as part of its Asia Pacific expansion plans.

The new Regent Jakarta will sit within a mixed-use development and offer 126 rooms and suites, earmarked to open in early 2018.

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Please apply by email with a covering letter and a full Curriculum Vita by close of business Wednesday 25 February, 2015 to careers@helloworld.com.au.

Only successful applicants will be contacted.

Festival winner eyes Big Apple



CHINA Southern Airlines this week presented the winner of its 2015 Sydney Festival competition with his prize - two return seats in Business Class to New York City.

The Guangzhou-based carrier has been the Official Airline Partner of the Sydney Festival for the past five years, with 2015 the final year in its current agreement.

On top of the flights, prize winner Kim Shepherd will enjoy five nights at Sofitel New York and two more at Sofitel Guangzhou, with his short one-way stopover able to be enjoyed minus a visa.

Shepherd is pictured above

Air Malta adds Oran

AIR Malta has announced a new seasonal route to Oran, Algeria's second largest city, with twice weekly flights to operate between the cities from 20 Jul to 31 Aug.

Marco Polo in Manila

HONG Kong-based Marco Polo Hotels Group has opened its first property in the Philippines as part of an aggressive expansion plan which will see nine new branded properties opened this year.

The newbuild five-star Marco Polo Ortigas Manila offers 316 rooms & suites and a Continental Club Lounge for the exclusive use of guests in higher-end categories.

Other facilities include a sky lobby on the 24th floor, gym, spa, four dining outlets and conference space for up to 600 delegates.

Marco Polo has nine properties in its pipeline, nearly doubling its current network, with all slated for opening in China.

SVC opens new home

SINGAPORE Visitor Centre has reopened in its new home at 216 Orchard Road, next door to the orchardgateway@emerald centre.

The centre has expanded its service range, now offering sales of arts and entertainment tickets along with accommodation, tours and attractions.

A new retail space also offers a range of cultural souvenirs.

New routes for Spirit

NINE new cities will be served directly from Atlanta by ultra-low-cost US carrier Spirit Airlines under a major expansion of its network announced this week.

Between 07 May and 10 Sep, the carrier will begin daily direct year-round flights to Cleveland, Las Vegas, Orlando, Baltimore, Philadelphia, Tampa, LAX, Boston and seasonally to Fort Myers.

Two routes from Los Angeles to Baltimore and Kansas City will also begin service from 09 Jul.



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Collette cruise saving

DISCOUNTS of up to \$2,000 per cabin are available with Collette on a selection of European 4-star river cruise departures.

Options include the 10-day Classic Danube River Cruise on 21 Apr, now \$3,549ppts (a saving of \$1,000 per cabin) or the 15-day Legendary Waterways of Europe, now \$4,709ppts (a reduction of \$2,000 per cabin).

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Due to organic growth and expanding marketing needs within our Travel Company, we are seeking a switched on, highly motivated Marketing Assistant to join our Team and help us to market for further and future success.

ARE YOU THE MARKETER WE'RE SEEKING?

Reporting directly to the General Manager you will work closely with our external Brand Agency and be responsible for co-ordinating all marketing initiatives, marketing communications, online and digital and web maintenance.

If you have the passion and experience we have the role for you.

Please e-mail your CV by
28th February, 2015 to:

careers@travelpartners.com.au

Subject: Marketing Assistant



EXCELLENCE IN TRAVEL



Travel Consultant

Toop Motors Pty Ltd trading as RAA Victor Harbor

We are presenting an opportunity for an experienced travel consultant to join our team.

Requirements for the role –

- Minimum 3 years experience
- Knowledge of Galileo Flight Reservation system
- Knowledge of domestic and international products
- Demonstrate high quality customer service
- Ability to multi task

To apply for the role please address your cover letter and CV to Tony Smith at tsmith@raa.com.au

Applications close Friday 6th March 2015

Faster A340 phaseout

CATHAY Pacific will speed up the phasing-out of its Airbus A340-300 fleet, with all 11 of the remaining aircraft to be retired from service by the end of 2017.

The carrier is in the middle of an aircraft modernisation program which has already seen the full removal of its Boeing 747-400 jets which have been dismantled.

Nine new in Anaheim

MORE than 1,500 rooms will be added to the total inventory in Anaheim this year, headlined by the return of the Hyatt brand.

Other brands adding rooms this year include Homewood Suites by Hilton, Holiday Inn Express and Courtyard Waterpark Hotel.

Three hotels are also on track to complete a US\$53m renovation.

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BIG4 Chocolate Week

BIG4 Adventure Whitsunday Resort in Airlie Beach will hold its annual Chocolate Week this year from 11-17 Apr, with a range of chocolate-based activities slated.



Travel Specials

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

Travellers with a space to fill in their South American itinerary can save \$2,220 per couple with **Abercrombie & Kent** on the nine-day 'Glimpse of Peru' itinerary in a new offer released today. Valid for bookings only until 01 Apr for departure by 30 Apr. For more details, phone 1300 590 317.

Entitled 'Whales, Whales, Whales', the new package at **Allure Stradbroke Resort** is designed for whale enthusiasts keen to see the winter migration along the east coast. The package includes three nights accom with late checkout and return transfers priced at \$465 for a one-bedroom shack. Valid for stays through whale-watch season to 31 Aug. Ph (07) 3415 0000.

Celebrating ten years in operation, the five-star **Sofitel Brisbane** is offering a new 10th anniversary package. Including overnight accom with brekkie, a \$60 credit in any hotel restaurant and two anniversary cocktails, the deal is priced from \$289 per night valid for stays to 30 Apr. Phone (07) 3835 3535.

Winter season is still going strong in the Japanese resort town of Niseko, with **SkiJapan.com** taking a further 10% off apartments in Hirafu Village on select dates between 07 Mar and 06 Apr. Now priced at \$809pp, the deal includes seven nights accom in a one-bedroom loft, six-day ski lift pass, return transfers and all office services. Book at www.skijapan.com.

Nevada Visitors Guide

VISITORS to the US state of Nevada can now view the latest Visitors Guide, designed for pax visiting the state by road.

The guide includes suggested itineraries, attractions nearby, photo opportunities, information on events and a hotel directory.

DMS growth in Asia

SALES and marketing rep firm Destination Management Services has expanded into new markets in Japan, Sri Lanka, the Philippines and Maldives.

The expansion comes following a merger agreement reached with Asian DMC Pacific World.

Hawk swaps skates for the surf



SKATEBOARDING icon Tony Hawk has landed in Australia this week, with fans flocking to catch one of the world's best in action.

Hawk will be defending his Vans Bowl-A-Rama Masters Champion Title at Bondi Beach this weekend.

Prior to hitting the half-pipe, Hawk swapped his helmet for a surfboard on a visit to Newcastle, fresh from hosting the Australian Bowl-Riding Championships and Surfest, two events secured by tourism agency Destination NSW.

"Major events are a huge drawcard for visitors to Regional NSW. In the 12 months to September approximately 3.5 million people visited Newcastle on overnight and day trips, boosting the local economy by

\$744 million," NSW Premier Mike Baird said.

"It is great to see Tony Hawk visiting one of the State's best major events cities."

Vans Bowl-A-Rama will take place this weekend at Bondi and is open to all ages and skill levels keen to test their skating mettle.

Hawk is **pictured** above right riding the waves with Mark Watson from Destination NSW.

AKL announces new duty free operators

AUCKLAND International Airport is set for a major revamp of its shopping offering, with the appointment of two new duty free operators from 01 Jul.

The new providers, LS Travel Retail Pacific and Aer Rianta International, will replace the incumbents, DFS and JR Retail, following an international tender process.

AKL gm of retail and commercial Richard Barker said the new operators would be licensed for at least seven years.

"They will provide our passengers with shopping experiences unrivalled anywhere else in the country," Barker said.

He said there will be many new duty free brands and retail concepts "including a number of world firsts," with the biggest changes to roll out once AKL opens its new international departure area.

Barker said the duty free tender and other changes in specialty stores will see the airport increase its earnings before interest, tax and depreciation by NZ\$5 million in 2016.

STN Australia promo

TOURISM Australia along with four states and territories have joined forces to launch a promo campaign with US travel consortia group Signature Travel Network.

The campaign combines content from 'There's Nothing like Australia', 'Restaurant Australia' and 'Best Of' and will pitch to the group's network of 6,000+ Retail consultants across the country.

The Old Clare coming

SYDNEY'S Carlton & United Administration Building will be transformed into The Old Clare Hotel, a 62-room offering set to open to guests in Jul.

Rooms will offer exposed brick walls, high ceilings with heritage timber panelling, with public facilities including a rooftop pool & bar, 120-seat restaurant, private gym, spa and meeting rooms.



State Manager - NSW/QLD

CVFR Consolidation Services (a business of CVFR Travel Group) is looking for a State Manager – NSW/QLD for its growing Consolidation business. CVFR Consolidation Services is one of Australia's largest National Air Ticket Wholesale businesses.

Requirements:

- Role based in NSW
- Must hold full Driver's License
- Company laptop with wireless internet, phone and car allowance provided
- Travel Industry Sales experience mandatory
- Salary Package and Bonus Structure – TBD

Please send your resumes to resume@cvfr.com.au



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Eurovision 2015

Agency competition

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Holiday Holiday busy

BOUTIQUE accommodation group Holiday Holiday has reported a busy summer period, announcing 100% occupancy over Christmas and New Year due to an influx of domestic visitors.

The company manages the operations of several properties in Queensland's Surfers Paradise including Q1, Circle on Cavill, Soul and Chevron Renaissance.

Victoria and NSW were the biggest markets for the firm, with 70% of arrivals from the states.

Holiday Holiday director Lee Lee Goh said she predicts the trends to continue as the falling dollar entices more Australians to take holidays in their own country.

"Visitors are wanting to stay longer, spend less on accommodation and more on dining and shopping, which is fantastic for the local economy."

New paths for C&K

COX & Kings has reduced the price on tours to its two newest destinations in Cuba and Uzbekistan, with reduced prices available on multi-day journeys.

The 10-day Splendours of Cuba is now priced from \$2,120ppts, while the 11-day Heart of Central Asia has been cut to \$1,950ppts.

Tassie Devil enclosure

UPSCALE Tasmanian lodge Saffire Freycinet has opened a Tasmanian Devil enclosure on site in partnership with the Save The Tasmanian Devil Program.

The one-hectare site will allow guests to view the marsupial in its natural habitat and learn about preservation and research initiatives during their stay.

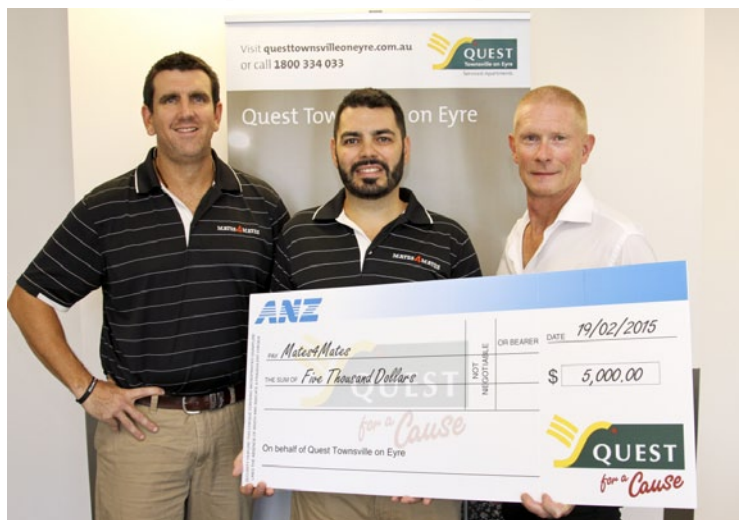
Guests will be led by an expert guide during interactions and will be offered a chance to contribute.

Hop into Easter early

FOUR Seasons Sydney has released an Easter Getaway deal valid from 01-06 Apr, including a box of Haigh's chocolates and more, priced at \$435 per night.

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Quest chips in to help out mates



A HALLMARK of Quest Serviced Apartments is how each works to form a tight bond both with the local community in which it is situated and in a variety of philanthropic endeavours.

To celebrate its recent debut, Quest Townsville on Eyre opened its account with a \$5,000 donation to Mates4Mates.

The not-for-profit organisation works closely with current and ex-serving Australian Defence Force members who have experienced hardship as a result of service.

Quest Townsville on Eyre first opened its doors in Dec last year and features 85 studio, one and two-bedroom apartments with individual kitchen and laundry

facilities, LED Smart TV and more.

Public facilities include a rooftop BBQ area, gym & meeting rooms.

Pictured above presenting its donation from left is Denis Devantier and Paul Warren from Mates4Mates with Quest Townsville on Eyre franchisee Andy Hodgson.

WS boost YVR/YYZ

CANADIAN carrier WestJet is increasing capacity between Vancouver and Toronto from 03 May to 24 Oct by close to 10%.

WS's adjusted schedule features up to 10 daily flights in spring, 11 during Jul & Aug and nine during autumn months.

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NORTH SYDNEY – SALARY PACKAGE UP TO \$55K

This award winning industry leader wants a sales coordinator with high attention to detail to join their dynamic team. Provide operational support to all areas of the business, including maintaining their in-house CRM system, loyalty memberships, distributing marketing material & assisting agents with booking enquiries. If you possess excellent admin & organizational skills plus have min 12 months experience you will be rewarded with top salary package, M-F only and career progression. Apply Now!

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This pioneering family owned Cruise Company is looking for a talented Groups Consultant. Book all the world's best cruise lines from QE2 to deluxe River Cruising arranging cruise only, packages or extensive bespoke experiences including chartering an aircraft & arranging safari tours. You need groups travel industry experience, preferably in cruise, strong GDS skills and solid organizational skills. In return enjoy onboard inspections/famils & ongoing career progression. Cruise into your new role today!

THE MAIN EVENT IS IN MELBOURNE

EVENT COORDINATOR

MELBOURNE - SALARY PACKAGE UP TO \$55K (DOE)

We are currently recruiting for an experienced Events coordinator to join our clients growing team. This role will see you step into one of the best known travel and event teams in Melbourne. You will be responsible for Planning coordinating and implementing all operational aspects of events and incentive programs, special interest travel, conferences and award dinners, nationally and domestically. If you have at least 2 years event coordinator experience then we want to hear from you.

NEW COME AND JOIN THE BIG GUNS!

CORPORATE/LEISURE CONSULTANTS

MELBOURNE – SALARY PACKAGE UP TO \$100K (OTE)

Are you sick of slaving away for all your hard work and commissions going to the head honcho's? We have an exciting new opportunity for experienced consultants to join a business venture and start earning 80% comms in your first year. This role will see you working as a home based agent servicing business travelers with their corporate arrangements in addition to their personal holiday needs. You can potentially earn over \$100k in your first year! If you have an existing client base or can build one, call us now!

NEW CORPORATE WITH A TWIST

ACADEMIC CORPORATE CONSULTANT

MELBOURNE – SALARY PACKAGE UP TO \$65 (OTE)

Corporate travel consultants, are you sick of the same old boring itineraries? We are currently recruiting for a global organisation where you will be responsible for creating intricate and interesting itineraries for the academic market. Selling worldwide destinations you will book business travel arrangements and compliment these requests with leisure add on's for your clients. With a great location and fun team you will be earning the best salary yet! If you have at least 2 years industry experience, we want to hear from you.

NEW DO YOU LOVE AN ADVENTURE?

SALES MANAGER / BDM

PERTH – SALARY PACKAGE UP TO \$60K PLUS BONUSES

An exciting NEW role in Perth has landed! This travel office is now looking for a dedicated sales manager to join their team. You will focus on selling worldwide travel arrangements to off the beaten track destinations such as China, Nepal and South America! This multi faced role will see you selling travel, developing business / gaining business and also managing a small team. With amazing famils and salary on offer, why wouldn't you apply? Call us today to find out more and never look back.

TRAVEL CONSULTANTS, MAKE A MOVE

CORPORATE TRAVEL CONSULTANT

DARWIN – TOP SALARY PACKAGE UP TO \$60K

Are you an experienced corporate travel consultant looking to relocate for the right role? Well here it is....This leading travel company centrally located in Darwin needs a successful and highly motivated corporate travel consultant to join their team. Enjoy a top salary package, Mon to Fri hours and work for a globally recognised travel company with endless career opportunities. Previous management experience and working autonomously would be beneficial for this role. Is this you? Apply today to find out more.

CRUISE CONSULTANTS, ALL HANDS ON DECK

RETAIL CRUISE CONSULTANT

BRISBANE – SALARY PACKAGE \$45K - \$50K OTE

Are you an experience retail travel consultant who is cruise crazy? Stop dreaming about cruises in your sleep because we have the perfect role for you! This dedicated cruise office is looking for a fresh face to join their friendly team. Your role as a cruise consultant will see you booking worldwide cruise destinations along with pre and post travel arrangements. For this role you must have previous industry experience along with top notch customer service skills and exceptional cruise knowledge. Apply now before this ship sails!