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First with the news

Wednesday 25th February 2015



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Helloworld Ltd 'on track'

HELLOWORLD this morning unveiled its first half results (**TD** breaking news), with the headline figure being a pre-tax loss of \$200,000 - an improvement on the \$3.9m loss for the previous corresponding period.

The company said it was seeing "positive momentum," with key achievements including increased profitability in its wholesale and travel management segments and a 1% increase in TTV on a like-for-like basis in its retail network.

However because of an 8% decline in the size of the group's retail network, total revenue in the retail segment declined 7%, and adjusted EBITDAI for retail - the figure used by the HLO board to assess the business - dropped 42% to \$16.3 million.

The figure was affected by "improved agent incentive

payments" as well as Helloworld's investment in consumer marketing - plus \$2.3 million in costs associated with setting up the helloworld.com.au online operation, which recorded a 155% increase in TTV.

The wholesale segment, including Qantas Holidays, Insider Journeys (formerly Travel Indochina) and US wholesale operations, recorded \$300.9 million in TTV - down 17% - with operating costs declining 18% "due to a continued focus on productivity improvements".

Travel Management segment TTV for the six months was in line with the prior corresponding period "and remains stable," with revenue up 4% and lower expenses meaning it generated Adjusted EBITDAI of \$1.8m.

Key achievements included QBT being appointed sole travel management provider under the Whole of Australian Government procurement arrangements.

CEO Elizabeth Gaines said the firm was on track to produce a pre-tax profit for 2014/15.

More from Helloworld on **p8**.

Today's issue of TD

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

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Wednesday 25th February 2015



Travel Daily

on location at
AIME

Today's issue of *TD* is coming to you courtesy of the Melbourne Convention Bureau, which is hosting the Asia-Pacific Incentives and Meetings Expo.

AIME wraps up tonight with another innovation for the show - a gala dinner taking place at Melbourne's Central Pier.

Focused on allowing delegates and exhibitors to build on relationships developed over the last few days, the gala dinner will also showcase the waterfront community and events hub.

The second day of **AIME** has again been filled with action, after a 'movers and shakers' party last night.

For all the latest news from **AIME** see this week's issues of Business Events News - free at businesseventsnews.com.au.

Air NZ profit surges 20%

AIR New Zealand this morning unveiled a record first half result, with "normalised" pre-tax earnings of NZ\$216m for the six months to 31 Dec 2014.

Underpinned by strong revenue growth and improved yields, this figure includes net gains from fuel and foreign exchange hedging.

Statutory net profit after tax was NZ\$133m, down 6%, while overall operating revenue was \$2.4 billion, up 3.4%.

CEO Christopher Luxon said the carrier would "continue to punch well above our weight," with a strong focus on superior commercial results, enhanced customer experience and further development of NZ's people and culture.

He said 2015 was shaping up to be "extremely positive" with the recent relaunch of Auckland-Singapore flights and the airline's first ever scheduled services to South America (*TD* 12 Dec).

Air NZ is also significantly investing in innovation, having recently spent over \$40 million to upgrade airport lounges and roll out self-check kiosks and mobile technology.

The airline's board declared an interim dividend of 6.5 cents per share, up 44%.

Chairman Tony Carter said the result shows again that Air NZ "continues to be one of the few airlines in the world that is able to generate sustainable profits".

CLIA signs Virgin Aus

CRUISE Lines International Association (CLIA) Australasia has today welcomed Virgin Australia as an executive partner.

VA is CLIA Australasia's 34th executive partner member and third airline, joining Emirates and Air New Zealand in the group.

More details in tomorrow's issue of *Cruise Weekly*.

Lizard reveals rooms

UPMARKET Whitsundays resort Lizard Island has released a sneak peek image at one of its new rooms ahead of the resort's full reopening in Apr.

The property has collaborated with architecture firm OPV and interior designers Hecker Guthrie to envisage its new offerings.



The Anchor Bay Suite (pictured) adopts coral, blue and gold hues and all providing ocean views.

Designers have opted for natural tones with subtle lighting aimed at creating "a serene experience".

Other features of the resort will include a new restaurant and bar, dedicated wine cellar.

Lizard Island has been closed for a year recovering from damage caused by Cyclone Ita last year.

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IAAX confident of Aus routes

FLIGHTS between Denpasar & Melbourne by Indonesia AirAsia X are still on the radar, with parent firm AirAsia X today revealing it is "working around the clock" to complete an audit process for the Civil Aviation Safety Authority. IAAX was forced to cancel its launch route into Australia last Christmas after failing to gain approval to operate from CASA.

THL revenue soars

AN EXPANSION of operation for the RV tourist experiences on a wider scale have been flagged by thl (Tourism Holdings Limited).

The listed New Zealand firm today reported a doubling of its half year profit after tax of NZ\$5.6 million (AU\$5.3 million), compared to the corresponding period last year, up 129%.

Revenue declined on thl's New Zealand & Australia rentals business by 4% and 10%, in line with a planned fleet reduction.

thl's 'Tourism Group' revenue spiked 19%, fuelled by the new Kiwi Experience coach product, particular from inbound visitors.

Audit findings are expected to be announced next month.

AirAsia X Group ceo Datuk Kamarudin bin Meranun confirmed "IAAX is sorting out its route approvals to Australia".

The airline today reported Q4 revenue had jumped 20% year-on-year to RM819m (AU\$288m).

Load factors during the quarter ending 31 Dec was down a fraction (0.5 points) to 81.4%.

Bin Meranun admitted 2014 had been a "challenging year due to external factors beyond our control", accompanied by "internal inefficiencies that need to be addressed".

He said capacity growth had been trimmed to below 5% and "non-performing routes" such as AirAsia X flights to Adelaide and Nagoya had been axed.

"Marketing and other measures to bring back demand & loyalty will also be intensified."

Bin Meranun added that Thai AirAsia X's had performed better than expected during its first nine months of operation and other "exotic cities in China" are in the pipeline for the offshoot.

SOH refurb planned

NSW Premier Mike Baird has pledged to plough over \$200m into the refurbishment of the Sydney Opera House should he be returned to office following next month's election.

"We'll invest \$202 million to upgrade Australia's most recognisable asset...to a world-class performance standard that will enrich the experience for eight-million tourists who visit the global icon each year," he said.

The proposal would see the Concert Hall revamped and stage dimensions increased "to improve acoustic quality, theatre machinery and access".

Sydney Opera House's existing temporary function marquee will also be replaced to become a permanent new function centre overlooking the Harbour, the Premier announced.

In further developments for the Sydney Harbour foreshore, Baird said \$139 million would be injected into the Walsh Bay Arts Precinct (**TD** 18 Jul).

If re-elected, Baird said new performance venues in Pier 2/3 will be created and Wharf 4/5 would have facilities refurbished.



Window Seat

IN THE endless push for the latest and greatest attraction to lure guests, Anantara Phuket Layan has decided to cater to guests who have really just had about enough of each other.

The property has installed a Muay Thai boxing ring, offering a chance for guests to learn all about the popular Thai sport, or to vent some frustrations.

All accessories including pads, gloves and hand wraps are available for use while in action.

Emotions at both ends of the stress spectrum are catered in the one place, with the ring sitting alongside a tranquil lotus pond for quiet recovery time.

Packages have been released for guests to mix their interest in the sport with a stay at the property, catering to all levels of interest for couples and families from beginner to expert.

Fanatics of the sport can opt for a five-day package which also includes ringside tickets to see a professional match at Patong Boxing Stadium.

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Desert safari on the TMC menu



THIS group of Government Travel Management Companies (TMCs) were recently treated to an action-a-plenty educational to London and Abu Dhabi, hosted by Gulf carrier Etihad Airways and Edwardian Hotels.

Participants enjoyed a private tour of the Houses of Parliament in London, a visit to Abu Dhabi Falcon Hospital and a sunset desert safari.

The group are also now able to brag about being among the first Australian industry representatives to experience Etihad Airways' new Business Studios aboard its A380 service between Abu Dhabi and London.

Pictured from left (back row) are

Doychin Donchev, Hala Abu Dhabi and Kathleen Wilson, QBT.

Middle row: Todd Macleod, FCM; Vanessa Soon, QBT; Shelley Reid; FCM and Alan Waite, Etihad.

Front row: David Crawford, FCM, Siba Westphal, Hala Abu Dhabi and Teressa Mak, QBT.

Expedition series

SILVERSEA Cruises has unveiled its 2015/16 series of themed Expedition voyages centred on health & wellness, birding, diving, photography and culinary tastes.

Each voyage is led by a dedicated team of experts in each field, with onboard lectures, activities & experiences planned.

CLICK HERE for the full range.

VA change changes

VIRGIN Australia has recently rejigged its system for processing voluntary changes on day of departure or after check-in.

CLICK HERE for full details.

Triple digit CTM TTV spike

CORPORATE Travel

Management has cranked up its full-year guidance for 2014/15 by up to \$48 million (from \$45 million) on the back of record half-year profits.

Revealed earlier today, CTM revenue and other income rose 93% to 83.8 million on Total Transaction Value of \$1.12 billion, jumping 127% year-on-year.

ANA to rescue BC?

ALL Nippon Airways confirmed this week it will offer assistance to "participate in the sponsorship" of fellow Japanese carrier Skymark (BC) which filed for bankruptcy protection last month (**TD** 29 Jan).

Local media are reporting ANA's rescue plan includes codesharing and joint procurement of fuel.

Skymark is expected to outline a list of sponsors to ensure its continuation of service in coming days and will present its rehabilitation plan to the Tokyo District Court on 29 May, *Kyodo* News agency reported.

Managing director Jamie Pherous acknowledged the results came despite challenging market conditions.

"This half has seen tough business conditions for our industry and clients, but we have delivered strong organic growth wherever we operate," he added.

In Australia and New Zealand, TTV jumped 15% supported by marginal increases on domestic ticket prices.

Profit doubled in North America and increased 15% in Asia.

US Masters promo

GOLF touring firm Teed Up Golf Tours is offering a discount of up to \$1,400 on its 2016 US Masters package when booking prior to the start of the 2015 edition of the same tournament on 13 Apr.

Next year's 11-day Pinehurst and US Masters package starts on 01 Apr and is priced at \$25,170 per person twin share for golfers and \$21,910 for non-golfers.

See www.teed-up.com for info.

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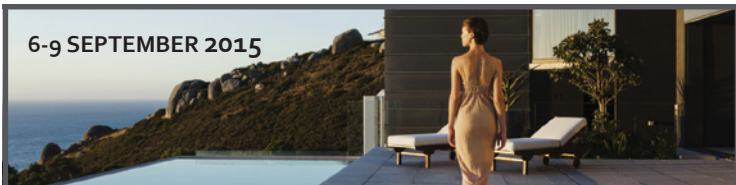


Wildlife expert
Caroline Warburton
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When bigger isn't better

Paris never has a problem attracting tourists. Even if the city did absolutely no promotion millions of visitors would still flock there every year. But other destinations need to be creative with their campaigns and are increasingly looking towards socially driven methods to lure travellers. 2015 could be the year of the boutique destination and the boutique marketing campaign. These are destinations that know they need to capture their market with something unique – and then ensure they tell other people about it. The US has been the first region to embrace the trend with cities like New Orleans creating quirky digital marketing campaigns that promote growth from the ground up. They want people to feel like they are part of the story and not just an outsider looking in.

The Philippines was an early adopter of this philosophy and had huge success with its user driven It's More Fun campaign. It saw an unprecedented explosion of user generated content and participation that propelled the destination upwards into the public consciousness. You can find out more about the latest developments in boutique marketing campaigns by following **#soluxperience**

www.luxperience.com.au

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Morrissey at Vivid

UK MUSIC visionary Morrissey has today been announced as a headline act at Vivid LIFE during the Vivid Sydney festival of light, music and ideas in May.

Announcing the coup jointly this morning, Destination NSW and the Sydney Opera House said 'An Evening with Morrissey' will take place at the Sydney landmark on 26, 27, 30 & 31 May.

Tickets are priced from \$109 plus booking fee.

Due to the expected demand, an online application process will be put in place to ensure even distribution of tickets nationally.

To apply for tickets, the public will need to go online to sydneyoperahouse.com/morrissey.

New Fiji Europe rep

TOURISM Fiji has expanded its presence in Europe following the appointment of a market manager for Germany, Austria and Switzerland.

Former AAT Kings sales manager Cornelia Schultz takes up the new role from 01 Mar, complementing Tourism Fiji's United Kingdom & Europe regional director of 10 years, Jane West.

AA/TN up codeshare

AMERICAN Airlines is seeking authority from US regulators to enable Air Tahiti Nui to codeshare on flights between Los Angeles and Atlanta, Fresno, Orlando, Monterey and St Louis.

New Dubai Taj opens

TAJ Hotels Resorts & Palaces will open the new 296-room Taj Dubai Hotel in Downtown Dubai in Mar, with rooms priced from AED495 (\$172) per night.

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Acclaim off to the US South



TRAFALGAR has taken to the streets to spruik this year's Acclaim destination, the Deep South of the United States of America with agency partners.

To launch the 2015 Acclaim incentive trip for top achievers, the company has gifted its top 200 agencies with mini guitars to get them inspired for a coveted

spot on its 'Tastes and Sounds of the South USA' itinerary.

Setting off from the US country music capital of Nashville, agencies in the running to earn a place on the trip will receive a new sticker each month revealing a destination they will experience on the journey.

Other cities agents will sample first hand include Memphis, Natchez and New Orleans.

In 2015, 40 lucky travel agents chosen to join the Acclaim trip will sample a selection of Trafalgar's *Cultural Insights* and *Be My Guest* dining experiences.

Trafalgar's Stella Hritis (with ukulele) is **pictured** with the team at Queanbeyan City Travel & Cruise promoting Acclaim 2015.

Back row from left are Luke Cochrane, Daniela Ferry, Jenny Cooper, Tenele Conway and Caterina Agnello, with the always entertaining Jim Cooper in front.

Marcia moves away

DESPITE 200mm of rainfall, the impact from Cyclone Marcia has dissipated from the Sunshine Coast, tourism authorities from the region have advised.

Sunshine Coast Destination Ltd ceo Simon Ambrose said only minimal disruption was caused, with tourism businesses now reporting "full return to normal".

Destination Gympie Region has echoed the message, saying it is "business as usual" once again.

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Qantas Hols race around the UK



FOUR teams of Aussie agents are rapidly approaching the finish line in London after spending the past few days experiencing many unique elements of the UK.

The groups are participating in the 2015 Qantas Holidays Race Around UK & Ireland, exploring the four corners of the continent and enjoying tourist attractions.

Team Ireland (pictured above) have been soaking up the Irish culture, indulging in plenty of pints of Guinness while exploring Dublin & its surrounds.

The group relished the chance to learn about the famed Irish stout - as well as sampling many a pint - and ventured out to Galway to check out the countryside.

Elsewhere in the UK, Team Wales have been immersing themselves in the intricacies of Welsh history, kicking back in Cardiff and exploring the country.

North of the border, Team Scotland has been on the hunt

for Loch Ness and touring many of the battlefields and castles reminiscent of William Wallace.

Finally, Team England has spent its time filling up on chocolate at Cadbury World and visiting host venue cities of the upcoming Rugby World Cup.

London now beckons for the four groups, with the dash to the finish line where they will share experiences and celebrate over a Gala Dinner prior to heading home.

The sponsors of the innovative famil include Tourism Ireland, Visit Scotland, Visit Wales, Visit England, VisitBritain as well as Qantas, Cheval Residences and Radisson Blu Edwardian Hotels.

Choice in construction

CHOICE Hotels International says it signed agreements for the construction of 159 newbuilds last year - an increase of more than 70% on the year prior.

In total, the twelve-month period also saw the group sign management deals on 566 new properties to open in the future.

The number was revealed in the company's 2014 full year figures, which showed Choice opened 478 hotels worldwide in the year both in the US and overseas.

Mantra refurbish plan

PROJECTS to upgrade and build new conference and meeting facilities will be carried out by Mantra Group over the next year, the group has advised.

The firm will spend \$6 million on a series of enhancements at key properties around Australia.

Works include a new 200-seat indoor/outdoor venue at Peppers Manor House in NSW along with a new reception area, pool, tennis courts, carpark and road access.

Mantra Lorne in Vic will invest \$1 million in a new conference facility, foyer and breakout rooms, with work spread over the year.

On the Gold Coast, Mantra Legends will improve its meeting spaces and entrance with works in the region of \$500,000.

The hotel's 400-person ballroom will be improved with new decor, furniture and AV equipment.

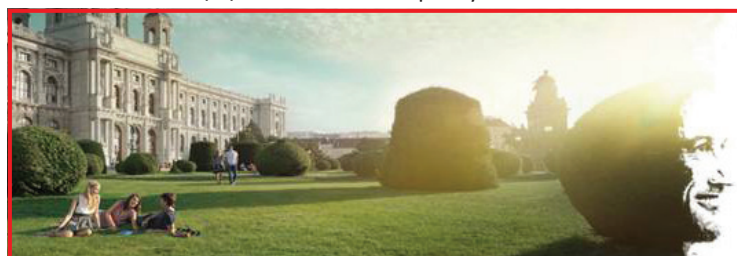
LHR at bursting point

BOSSES at London Heathrow say they are hopeful of a positive endorsement for construction of a third runway after the facility set a new arrivals record in 2014.

A total of 73.4 million pax touched down over the year, an increase of 1.4% year-on-year at an average load factor of 76.6%.

CEO John Holland-Kaye said the result was largely attributed to airlines flying and filling larger aircraft rather than more flights.

The Airports Commission is due to hand down a recommendation in May on how best to expand air capacity into London.



The **Austrian National Tourist Office** (ANTO) is the national tourism marketing organisation for Austria. Our aim is to promote tourism to and within our country through an extensive network of worldwide offices. The Sydney branch office is responsible for the Australian market.

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- possess extensive knowledge of Austria as a tourist destination and its tourism industry
- have experience in a similar role in the travel industry for a minimum of three years

- ideally with online marketing responsibilities
- have completed tertiary education in marketing or tourism
- are able to see the big picture yet pay attention to detail

This all-rounder position includes office administration and IT responsibilities and is based in Sydney with both interstate and overseas travel required from time to time.

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If you are interested and suitably qualified, please send your resume and covering letter to jobs@antosyd.org.au.

Deadline for submission: Friday, 6 March.

Austria
arrive and revive

ITP grows in Africa

GHANA has added its first member of the International Travel Partnership (ITP), with corporate travel management firm RS Travel & Logistics joining the consortium as its latest partner.

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Celebrating its 26th year in 2015, the Alliance Française French Film Festival will kick off this March, with New Caledonia Tourism as a proud sponsor. The festival is a highly anticipated and popular event on the Australian cultural calendar. Australian audiences will be treated to the finest selection of contemporary French movies, with something to suit everyone's taste. Blockbusters and independent films alike screen over eight weeks in eight cities around the country.

To win a double pass to the French Film Festival, be the first person to send the correct answer to the following question to:
frenchfilmfestival@traveldaily.com.au

True or false: New Caledonia is home to the largest lagoon and second largest barrier reef in the world?

Need a hint? Click here.

Congratulations to yesterday's winner Lauren Lovell from HRG Australia!



No boycotting Bali

AUSTRALIANS continued to flock to Bali for their holidays in the month of Jan, with more than 85,000 touching down, according to the latest arrival figures.

The total of 85,102 was a 28.2% increase year-on-year.

Social media rumblings about a boycott of tourism to Bali are yet to yield any outcomes, however figures from coming months will show if any downturn is realised.

The holiday island welcomed over 301,000 total tourists for the month, an 8% increase overall.

DHS shutdown?

CONCERNS about from where funds will come from to support the US Department of Homeland (DHS) Security could see the agency shut down as soon as Fri.

Department of Transportation Secretary Anthony Foxx has urged a partnership with Congress is needed immediately to support the ongoing funding of the DHS.

The organisation has 200,000 employees, more than 1/4 of which are TSA security agents tasked with screening air travellers around the country.

Without a decision, the staff will be asked to perform their daily duties without a paycheck.

"Overall, a shutdown of Homeland Security would have serious consequences & amount to a serious disruption in our ability to protect the homeland," Foxx commented this week.

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

McFarland discounts

TRAVEL writer Rob McFarland is extending a \$50 discount on his upcoming writing courses on 21 and 28 Mar in Sydney.

Sessions will run from 10am to 5pm at Vibe Hotel in Goulburn Street, Sydney.

The saving is available when mentioning 'Travel Daily' at time of reserving a place in the course, which is reduced to \$549 - email rob@robmcfarland.org to book.

Danish Enterprise

ENTERPRISE Rent-A-Car has expanded its global operation to Denmark, with a branch opening at Copenhagen Airport this month and plans for another at Jutland's Billund airport.

Denmark is the 32nd market Enterprise has entered in Europe and the Middle East and takes its global reach to over 70 countries.

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Deals on deck at RAC Applecross



CUSTOMERS south of the river in Applecross, WA now have a new team of travel advisors on whom to call, with RAC Travel & Cruise Applecross now open.

The store is the sixth for the Royal Automobile Club of WA in

EK back to Baghdad

EMIRATES has confirmed it plans to reinstate services from Dubai to Baghdad from 01 Mar.

The carrier suspended services to the Iraqi capital on 26 Jan due to "operational reasons", understood to be associated with aircraft being shot at when landing at Baghdad (TD 28 Jan).

EK said it will operate Airbus A330-200 aircraft to BGW on a six weekly basis.

One&Only Hayman...

KERZNER International's property in the Whitsundays is One&Only Hayman Island, not Hamilton Island as mentioned in yesterday's issue of *Travel Daily*.

the Perth metropolitan area and the second standalone travel and cruise retailer for the RAC Group.

The team, led by supervisor Lianne Reid (third from left) is **pictured** above and also includes Annette Fennell, Karis Stowers and Suni Ahuja.

Cook selling airline?

BRITISH touring firm Thomas Cook Group is mulling the sale of its airline division, according to a report in the UK's *Sunday Times*.

The unconfirmed report said the sale was part of a cost-saving plan.

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Intrepid Daintree trip

INTREPID Travel has released a unique new 7-day trip to North Qld's Daintree Rainforest in partnership with international field research group Earthwatch.

Shangri-La cheers AIME



ABOVE: Jenny Williams and Julie Alderson from Shangri-La Hotels (pictured) hosted key partners and 20 hoteliers from around the world last night at Melbourne's Ezard restaurant.

The celebratory dinner during AIME was to thank the industry for its strong ongoing support for Shangri-La and Traders hotels.

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BRISBANE

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GOLD COAST

Friday 6th March



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HLO committed to omni-channel plans

HELLOWORLD ceo Elizabeth Gaines said today the group remains "committed to ongoing investment" to grow its helloworld.com.au online offering which is a "critical part of our omni-channel strategy".

Having spent \$2.3m on the site in the six months to 31 Dec, the level of investment required in the second half is expected to be lower, as TTV continues to grow.

"Helloworld will continue to evaluate different distribution channels and monitor overseas trends for future opportunities and continued growth," she said.

The company also aims to boost growth by targeted consumer marketing and campaigns aimed at increasing customer traffic to the Helloworld retail network.

Brand awareness up

HELLOWORLD says its targeted consumer marketing campaigns over the last six months have had a "substantial impact," with prompted brand awareness among Australian travellers growing from just 10% to now one in four recognising the brand.

SQ sponsors City2

A **THREE-YEAR** deal has been struck between Fairfax Events and Singapore Airlines which will see the carrier become a major sponsor of the City2Series fun run events in Sydney, Melbourne, Brisbane, Perth and Canberra.

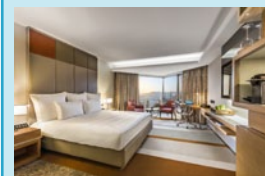


Accommodation Updates

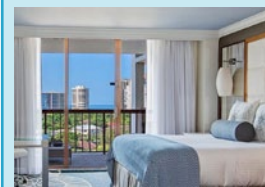
WELCOME to Accommodation Updates, *Travel Daily's* Wednesday feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to accomupdates@traveldaily.com.au.



The paint has barely dried on the brand new **Club Med Finolhu Villas** in the Maldives, with the doors on the new addition to the all-inclusive resort collection opening on 31 Jan. The resort offers 52 villas each with their own plunge pool and personal butler. Guests can choose for their villa to be located either over the water or right on the beach. All Club Med hallmarks are included such as all meals, open bar, activities and entertainment within the resort.



Flooded with light from the river thanks to floor-to-ceiling windows, **Swissotel the Bosphorus, Istanbul** has opened 198 new rooms in a brand new wing of the property. Room design aims to blend traditional Swiss sophistication with Turkish culture. The wing is made up of 167 classic rooms, 28 corner suites and three suites, with seven loft suites coming later this year. The hotel will also soon introduce a redesigned rooftop pool and restaurant.



Set on a sprawling estate on the Paradise Coast of southwest Florida, the renovated **Naples Grande Beach Resort** is again open to guests. The result of a US\$18 million spend has seen all 424 tower rooms refreshed along with three new restaurants, beach and pool areas and new-look public spaces. Cabanas with butler service have been added to the Palm Terrace pool, while a 100ft-long waterslide winding around a rock tower has been installed.

QF Europe via Turkey

QANTAS has released a special tactical airfare to Europe allowing one-way travel outbound on its Anzac Day direct service from Sydney to Istanbul via PER.

The special one-time outbound service to Turkey was released for pax travelling for the coming Anzac Day Centenary ceremonies.

It will depart SYD on 21 Apr and will land at Sabiha Gökçen, with fares to Europe (Berlin) flying on the service starting from \$1,874.

On sale until 04 Mar, travellers may need to transfer to the main Ataturk Airport in Istanbul depending on their destination.

Unions cold on IAG

EMPLOYEE unions for Irish carrier Aer Lingus remain opposed to a takeover by British Airways parent firm International Airlines Group despite outlined plans on steps to grow the carrier.

The carrier overnight reported an 18% increase in annual profits, further fuelling calls for it to stay as an independent airline.

IAG boss Willie Walsh has told a parliamentary committee that job losses would be "minimal" but would be far exceeded by new roles as the fleet is expanded.

The Irish Govt is now expected to ask IAG to submit a revised offer.

Last days to save up to \$1300* per couple.

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*Conditions apply.

TRAFALGAR



Conchita answers to nobody!

A VISITOR to the home of Lewina Evans of Mission Travel Group was left standing at the door as she was "doing her beard" in preparation for an entry into the **Travel Daily** Eurovision competition.

"Needless to say I did not answer it," she confessed.

The Victorian agent says she has been in training for months in the hope of being able to travel to Austria to attend the song contest later this year.

"I love Eurovision so much I've been listening to the 2014 album in my car since last May," she admitted to **TD**.

Conchita impersonators from across the travel industry continue to send in their entries in for the competition, which will see the group take in the excitement of the contest.

The place on the 20-24 May mega-famil is the hottest ticket in town at the moment, thanks to The Austrian National Tourist Office, Austrian Airlines and the Vienna Tourist Board.

Hurry and get your entries in by COB 27 Feb - see below for details.

Milestone at Marriott

MARRIOTT International will open its 1,000th property under the Courtyard by Marriott brand in the form of the Courtyard Walla Walla in Washington state.



Peru US CBP pre-tick

PERU has become the first nation in South America permitted to participate in US Customs & Border Protection's (CBP) Global Entry program.

The move enables pre-approved low-risk visitors from Peru to gain secure, hassle-free travel into the United States.

Best Exotic Taj tour

INDIAN hotel group Taj Hotels is cashing in on the popularity of the *Best Exotic Marigold Hotel* movie franchise, launching a tour visiting sites from the movies.

The two-day guided offering sets out from Rambagh Palace in Jaipur - a Taj Hotels property, with overnight accommodation at the Taj Lake Palace in Udaipur.

In both cities, guests are shown filming locations for both movies over five hours each day.

The tour is priced at INR15500 (A\$320) per couple, with room rates at each hotel additional.

Allegiant aircraft buy

BUDGET carrier Cebu Pacific will off load six Airbus A319 aircraft to US low-cost carrier Allegiant Air.

Allegiant Travel Company said it intends to purchase two of the 156-seat aircraft from the Manila-based airline this year with the remainder to be acquired in 2016.

St Regis into Macau

STARWOOD Hotels & Resorts will open its seventh St Regis flagged property in China in the third quarter of this year.

St Regis Macau Cotai Central will offer 400 guest rooms and suites.

NZ boost safety pitch

TOURISM & transport officials in New Zealand will ramp up the campaign to teach foreign drivers about local road safety after three Hong Kong tourists were killed in a car accident last week.

The vehicle carrying the three collided head-on with a truck near Torokoa on the North Island.

Efforts currently underway include screening a driving safety video on Air New Zealand flights arriving from China - a campaign which began last year (**TD** 23 Apr).

Tourism New Zealand said more than 200 visitors from China had been killed in road accidents in the country in the last six years.

Atlantis birthday gift

LUXURY Dubai resort Atlantis, The Palm has released a special offer for children visiting the emirate during their birthday.

The resort is offering a free day pass and free digital photo to its Aquaventure Water Park upon presentation of photo proof showing a date of birth.

Passes are valid for use during the week of the child's birthday.

Registrations by parents in advance of the day are required at www.aquaventurebirthday.com.



EUROVISION
SONG CONTEST
VIENNA 2015


Austrian
Official Airline

From
Brad or Janet
To
Conchita –
Can you do it?

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.*



Travel Global Distribution System (GDS) Business Support Analyst

Thrifty Car Rental is currently looking for a GDS Business Support Analyst in their Head Office in Mascot, NSW. We are open for the right candidate to take on this challenge as either a full time or part time position.

Your main tasks will include:

- Configuring, troubleshooting and advising on best practice
- Liaising with head franchisors to implement, enhance and maintain GDS information consistency
- Maintaining rental and associated application data
- Managing corporate, wholesale, broker and customer information

To be successful in the role you will need to have:

- Travel industry experience, expertise GDS knowledge and an understanding of the car rental industry
- Either a uni degree in IT or relevant industry experience
- Experience with ITIL methodologies and using Enterprise Service Management software
- Applications Support experience – trouble shooting and maintenance
- Availability after hours (on call) when required (you will be remunerated for this via an additional on call allowance).

If you this is the opportunity you have been waiting for, please send your resume with cover letter to jhunette.lopez@thrifty.com.au

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SAY GOODBYE TO MONITORED TOILET BREAKS

CORPORATE TRAVEL CONSULTANT

PERTH - SALARY PACKAGE UP TO \$70K + (DOE)

Well established independently owned travel company seeks corporate travel consultant urgently! With business booming, this respected agency requires a competent travel professional to service their long standing corporate accounts. Working Monday – Friday hours only, you will join a successful well known office in a wonderful area of Perth.

This role could be yours if you have at least 3 years' experience using Sabre and SAM and a can do attitude. Don't delay, let us help you earn the best salary in Perth.

COME AND PLAY WITH THE BIG BOYS!

LIESURE TRAVEL CONSULTANT

MELBOURNE – SALARY PACKAGE UP TO \$60K + (OTE)

Are you an experienced travel consultant who is looking for something more? We have an exciting role that will see you moving behind the scenes and servicing a loyal corporate leisure client base. Servicing your clients via phone and email enquiry only you will create tailor made itineraries to worldwide destinations and sell everything from tours, flights and accommodation. Working in a fun and social team environment you will enjoy global rewards, amazing commission and even better famils! Apply today.

ARE YOU READY TO RECLAIM YOUR WEEKENDS?

SENIOR TRAVEL CONSULTANT

MELBOURNE – SALARY PACKAGE UP TO \$60K (DOE)

We are currently recruiting for a well-established office in the heart of Melbourne. This professional corporate feel office is now looking for a mature consultant for their growing team. You will be responsible for selling high end leisure holidays to your loyal repeat and referral client base. Working Monday – Friday hours only you will love having every weekend to yourself. If you have at least 5 years high end leisure experience behind you we can help you land this dream role in Melbourne. Call us today.

#NEWJOB #MELBOURNE #BEQUICK

CORPORATE TRAVEL CONSULTANT

MELBOURNE – SALARY PACKAGE UP TO \$65K (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.

TRAVEL CONSULTANTS, RISE AND SHINE

GROUPS TRAVEL CONSULTANT

BRISBANE CBD – TOP SALARY PACKAGE \$50K - \$55K OTE

Are you an experienced Travel Consultant looking for a new adventure? Then it's time to rise and shine and get your hands on this exciting opportunity. This successful travel company is looking for experienced travel consultants to join their Corporate and Leisure Groups Department. You will need previous industry experience for this role and be able to work in a fast paced environment. Enjoy a strong salary package, fun team environment, industry benefits and discounts and much more! Apply now to find out more.

TRAVEL CONSULTANTS, TAKE THE PLUNGE

ONLINE TRAVEL CONSULTANT *PART TIME*

BRISBANE CBD – SALARY PACKAGE \$60K PRO RATED

Looking for a perfect part time role where you can earn a great salary and still sell what you love? This well-established travel agent is looking for an experienced travel consultant to join their Afterhours team. Assisting the general public with enquiries, bookings and amendments will be your role whilst you enjoy a centrally located, modern office and a supportive team environment. You will need strong fares and ticketing knowledge for this role and be well trained in Galileo. Apply now to find out about all the perks!!!!

NO MORE WEEKENDS?

CORPORATE TRAVEL AGENT

SYDNEY – SALARY PACKAGE UP TO \$60K + BONUSES

This global corporate TMC is looking for an intelligent multi skilled 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 3 years travel experience and strong time management skills required. Call AA today!

WANT TO ESCAPE FACE TO FACE RETAIL?

RETAIL CONSULTANT

SYDNEY – SALARY PACKAGE UP TO \$60K

This boutique agency is looking for an energetic, positive personality to join their team. You will enjoy servicing their premium valued clientele on all worldwide destinations including flights, accommodation, cruising and tours. If you enjoy an excellent salary with no sales targets and great staff benefits this job is for you. Minimum 18 months travel industry experience with exceptional customer service skills and a strong GDS are essential. Don't miss this fantastic opportunity, apply today.



What legacy will your business leave behind?

Read the latest inPlace blog



Ben Carnegie

Airfares Res & Ticketing Cons - Sydney CBD

- ▶ Fares, Ticketing & Airline liaison specialist
- ▶ Potential bonus to increase your income
- ▶ Great employee benefits!

Variety plus in this part Airfares/ Ticketing part Reservations role with this prestigious travel wholesaler specialising in European tour packages.

This reputable brand takes pride in offering superior customer service to both internal & external customers and has a large portfolio of repeat business.

You will be coordinating airfares both internally and externally & manage the air product from start to finish. You will handle reservations, liaise with customer service, ensure quality control of air quotes, manage airline refunds ACM's & ADM's & ensure BSP is reconciled on a monthly basis.

To be successful for this position you will need:

- ▶ Sabre or Galileo experience
- ▶ Strong customer service ethic
- ▶ Previous experience in a ticketing role encompassing both domestic & international airfares & ticketing.

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

Event Manager - Pharmaceutical Clientele

- ▶ Sydney based role
- ▶ Domestic conferences and meetings
- ▶ Salary from \$70K + super

Well respected & high profile events & incentives agency, seeking a new Event Manager to manage a portfolio of clients in the Pharmaceutical & Medical sector.

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

In-house Corp Travel Co-ordinator - Part Time

- ▶ Sydney CBD location
- ▶ 3 Days a week (Wed - Fri)
- ▶ \$65K + super pro rata + excellent employee benefits

Multi-national corporate business seeks in-house travel co-ord with extensive domestic & international knowledge coupled with strong customer service & communication skills.

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

Corporate Leisure Temp - Sydney North

- ▶ 9 week assignment starting April 2015
- ▶ Amadeus / Tramada Next Gen
- ▶ Monday to Friday only

Travel professional needed to fill the shoes of an experienced Senior Corporate Leisure consultant while they take leave. Handle both domestic & international corporate leisure bookings.

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

Cruise Specialists x 2 - Sydney

- ▶ Stable & prestigious cruise agency
- ▶ Groups Cruise specialist
- ▶ Retail Cruise consultant

Fast paced office working with unique high end tours, these positions offer a great opportunity to expand your cruising knowledge. Previous exp in groups or retail is essential.

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

Temp - Event Travel Consultant - Sydney

- ▶ 3 to 6 month contract role
- ▶ Immediate start
- ▶ Great hourly rate

Seeking a professional travel consultant with both group & leisure travel experience to arrange both domestic and international conferences & incentives. Sabre essential.

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