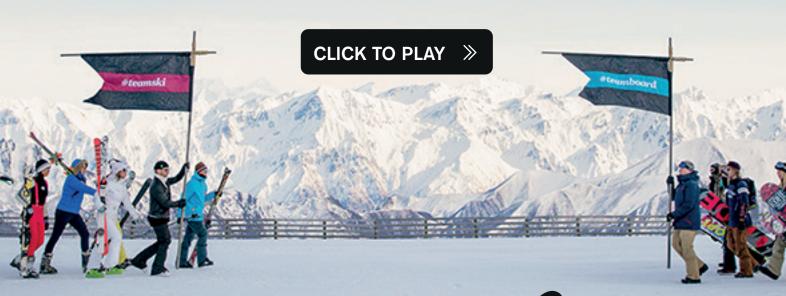
# Meanwhile in New Zealand

Skiers and snowboarders have decided to settle the score the old fashioned way. With the most epic snow fight you'll ever see...

## Which team are you?

## #teamski

## #teamboard





A STAR ALLIANCE MEMBER





AIR New Zealand has launched the latest instalment of its Meanwhile in New Zealand... video series, highlighting an epic snowfight between skiers and snowboarders.

The icy battle coincides with special flight deals to New Zealand, with sale fares available for bookings today and tomorrow.

Check out how the scores are settled by clicking on the cover page of today's Travel Daily.





**Tramada TAAP integration** 

TRAMADA has announced a

Travel Agent Affiliate Program

(TAAP) which will see bookings

made via the OTA to be easily

popularity of Expedia TAAP,

to Tramada head of product

management John Tran.

and will significantly streamline

consultant workflows, according

He said the integration was the

Tran said the enhancement

Corporate Traveller job ads

new integration with the Expedia

imported into the Tramada system.

The move reflects the increasing



www.frenchtravel.com.au

### QF Silver upgrade

QANTAS will next month open up its international Business class check-in counters to Silver frequent flyers.

The change will also apply to Ruby oneworld members.

New signage to reflect the changes will be progressively rolled out across the QF network effective from 01 Aug.

Until that date, these pax can continue to check in at Qantas Premium Economy counters.

#### **Premium Economy** + Economy Mixed Class fares.

Mixed Class Special Fares on sale until 31AUG2015. Autopriced in your GDS.

Download fare sheet Watch the video

Today's issue of TD **TraveLeague tickets** Travel Daily today has eight **BOOKINGS** have opened for pages of news and photos, a the 2015 Christmas TraveLeague front cover page for Air New Luncheon which will be held from Zealand plus full pages: (click): 12:30pm 09 Dec at Melbourne's • AA Appointments jobs Crown Palladium. One&Only Wolgan Valley

Tickets are \$140 - more info at www.christmastraveleague.com.

Expedia TAAP manager Stuart

Udy said the program continues

in the region.

to gain significant market traction

"Our product helps our travel

agency clients to access a huge

inventory of hotel content from

agents in keeping their customers

Uniworld butler boost

currently available on four vessels

including SS Maria Theresa - to

10 additional vessels in 2016, for

See tomorrow's issue of Cruise

**UNIWORLD** Boutique River

Cruises is expanding its in-suite

butler service in Europe -

passengers booking suites.

Weekly for further details.

around the world at the best

prices, which in turn assists

coming back," he said.

**Escape winter and** travel to Asia with a great value holiday deal Conditions apply viva! holidays For more information visit www.qhv.com.au



Want to reclaim your weekends..?

HONE A to work the hours that suit you 03 9034 7071







**TRAVEL** Partners has today launched a major recruitment campaign which will culminate in a national roadshow targeting "determined go-getters" to join the agency group.

MD Jeff Hakim said the campaign will remind agents of the significant benefits of joining a group such as Travel Partners, offering the flexibility of running their own business with support from head office "without the expensive overheads.

"This ultimately leads to a better overall deal for our agents, allowing them to retain more of their commission than other alternatives do," Hakim claimed.

The roadshow will kick off with meetings in Perth next month with interested agents, and roll on to all other Australian states.

Travel Partners will hold its 2015 annual conference at the new purpose-built convention centre at Sea World on the Gold Coast from 13-15 Nov.

Cover-More 24/7 doctors **TRAVELLERS** insured with Cover-More will be able to call an Australian doctor for medical assistance around the clock anywhere in the world from next month, using a new Telstrabacked telemedicine initiative.

Cover-More has signed on as a "foundation customer" of the service called ReadyCare, which is a joint venture between Telstra and Swiss medical group Medgate.

ReadyCare has employed registered Australian doctors who will operate the service 24 hours a day, with patients first speaking

#### **Expedia** expansion

**EXPEDIA** is set to grow its Sydney office space, with the Financial Review today reporting the company is seeking about 4,500 square metres with plans to relocate in mid-2016 as it continues to consolidate the Wotif acquisition.

to a "telemedicine assistant" who will determine if the call is suitable for a phone consultation.

Trave Daily First with the news

Monday 6th July 2015

A GP will then call them back from a purpose-built telemedicine centre in Sydney, at a time that suits the patient.

ReadyHealth GPs will be able to diagnose and treat medical conditions and write prescriptions, Telstra said.

Cover-More ceo Peter Edwards said the ReadyCare offering was a "natural extension" of the group's travel insurance offering.

"We can offer our customers the chance to talk to an Australian doctor rather than present to a foreign doctor in a foreign country with a foreign standard of health care," he said.

Although initially only working via phone, future enhancements could include an app which allows travellers to take photos of bites or rashes and upload them to be viewed by the GP.

😽 THAI



Intrepid job losses

A "SMALL number" of job losses have been confirmed locally following the split-up of the PEAK Adventure Travel Group business.

On Fri, the company's parties revealed PEAK would be wound up, with the portfolio of brands divided between TUI and the now privately owned Intrepid Group.

A spokesperson for Intrepid told TD today: "As the Intrepid Group consists of six brands now (as well as destination management companies), the business is now smaller, so consequently there have been a small number of redundancies globally (less than 2), including in the Melbourne head office."

#### QF Greece waiver

**QANTAS** is allowing passengers holding tickets for travel from Athens affected by the "prevailing debt crisis" in Greece to rebook to earlier flights without incurring change fees.

Details at qantas.com.au/agents.





#### Always wanted to know more about Frankfurt?

Participate in our Frankfurt training webinar, and you could be on your way there with THAI!

When: Wednesday 29 July, 4pm AEST

**Register here** 



Canadian Tourism Commission canadienne Commission du tourisme

The Canadian Tourism Commission is seeking a General Sales Agent ("GSA") to promote Canada in Australia. The GSA will be responsible for growing active consideration of the Canada brand in Australia through on-going travel trade education, travel trade key account management, media and public relations, social media and consumer promotional activity. If you are interested in bidding on this opportunity, more information can be found at:

https://buyandsell.gc.ca/procurement-data/tender-notice/PW-15-00688011

The closing date and time for this competition is July 29, 2015, 14:00 PT

lanac



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## Reho, NGT Travel to combine

**THE** TMC market today saw further consolidation, with Reho Travel announcing the acquisition of Melbourne agency NGT Travel. The combined group will have

offices in Sydney and Melbourne





To book refer to your GDS

A STAR ALLIANCE MEMBER

#### and a total team of 36.

NGT specialises in corporate, conference and incentive travel as well as leisure, with the 1989-founded agency having developed "Achievement Rewards," claimed to be Australia's first web-based corporate employee recognition program.

Reho md Karsten Horne said the combined group would have an annual turnover of \$45 million.

"Adding NGT to our business will allow Reho to deliver new levels of capability and value to our clients, and enable us to further invest in technology with the support of an energetic and experienced team," he said.

Both agencies are members of the helloworld for business group, and the majority of the NGT team will be retained by Reho, Horne added.

#### QF/AA garner support

THE Dept of Infrastructure and Regional Development, Sydney Airport and Tourism Australia's newly departed chaiman Geoff Dixon have all backed the reauthorisation of the Qantas and American Airlines partnership in new submissions to the ACCC.

Dixon said significant and sustainable growth in aviation capacity between the US and Australia is "critical" to realising Tourism Australia's visitor growth target under its Tourism 2020 goal.

### **Travel Agents:**

## Are you subsidising expensive head office overheads?



Call Kylie for a confidential chat on: 0431 155 898 (visiting Perth August 10 - 14)



**Quest Bris opening** 

QUEST Serviced Apartments has opened a brand new 85apartment Quest Kelvin Grove in Brisbane's inner-city today.

Quest Kelvin Grove is located within the Kelvin Grove Urban Village, about 3kms from the heart of Brisbane's CBD.

The property is Quest's second opening in Queensland this month, following the launch of Quest Toowoomba last week.

#### Frankfurt webinar

AGENTS & other trade members are invited to participate in a webinar about Frankfurt, being conducted on 29 Jul at 4pm (AEST) by the German National Tourist Office, Frankfurt Tourism and THAI Airways International.

By participating, agents have the chance to win a return ticket to Frankfurt with THAI and three nights accommodation.

To enter, consultants need to submit the best three-day itinerary in and around Frankfurt, including activities and touring highlights.

**CLICK HERE** to register.

#### EK A380 MCO one-off

**EMIRATES** will utilise an Airbus A380 as the launch vehicle for its new service to Orlando, with a one-off flight scheduled for the inaugural on 01 Sep.

The Dubai-Orlando nonstop service will operate using Boeing 777-200LRs from the next day.



**ROYALTY** wouldn't be expected to fly low-cost too often, but that's what happened recently when Prince William himself was spotted boarding Ryanair.

The second in line to the British monarchy (**pictured** below) was travelling from Stansted to Glasgow as part of his training regime with the East Anglian Air Ambulance, with whom he is hoping to become a pilot.

It must have been a quick visit, with his return to London coming in time to attend the christening of his new daughter Princess Charlotte yesterday.



#### APT hamper winner

**CONGRATS** to Peter Scott from helloworld Belgrave in Vic, who was named the winner of APT's Fourth of July competition which featured in *Travel Daily* last Fri.

Scott will soon take possession of a packed hamper of American sweets and treats in line with the launch of APT's new 2016 USA brochure (*TD* Fri).



andrew.challinor@savenio.com.au www.chooseyourownpath.com.au Gold CoastThu 9 JulySydneyWed 15 JulyFuture Appointments in :<br/>Adelaide, Melbourne & Perth



Monday 6th July 2015

## July travelBulletin out now

THE Jul edition of *TD*'s sister publication *travelBulletin* is now in the mail to industry subscribers across the country, with a cover story from Steve Jones on the recent spate of travel agency collapses.

As well as commentary from AFTA, CATO and CLIA, there are features on South Africa, Samoa, India, Northern Hemisphere skiing and much more.

A bumper careers section and commentary on the latest developments in cruise complements insights from Ian McMahon on the departure of Helloworld Limited ceo Elizabeth Gaines.

And there are all the regular features including new brochures, social snaps and an update from on location at the recent Disney 60th birthday celebrations.





For a sneak peek, see the website at travelbulletin.com.au - and to subscribe for the bargain price of \$30 per year, use the coupon code AGENT when signing up at travelbulletin.com.au/shop.



\*Inclusive of taxes. Conditions apply.

Tas Parks 21 strategy

WWW.FLYROYALBRUNEI.COM

#### **New UNESCO sites**

**TASMANIAN** tourism operators are invited to submit concepts on priority visitor infrastructure needs within the state's national parks and reserves.

Tourism Industry Council Tas is developing a Whole of Industry Policy Statement that identifies urgent needs, which will be submitted to the Tasmanian Govt under the Parks 21 agreement. Submissions close on 14 Jul.

#### Ascott NYC signing

**SINGAPORE'S** Ascott REIT has agreed to acquire the property currently operated as Element New York Times Square West in the Big Apple for US\$163.5m.

"The acquisition provides a good foothold to enter into the high demand & highly contested hospitality market of New York," the company said.

The 40-storey 411-room hotel commenced ops in Nov 2010.

#### THE World Heritage Committee has approved the addition of

has approved the addition of multiple new cultural sites to be added to the World Heritage List around the globe, from Europe, to South America, Asia & the US.

They include the Christianfeld Morovian Church Settlement in Denmark; Champagne Hillsides, Houses and Cellars in France; San Antonio Missions in the USA and The Forth Bridge in Scotland - the world's longest multi-span cantilever bridge which first opened in 1890.

Other new sites include the Meiji Industrial Revolution: Iron & Steel, Shipbuilding and Coal Mining in Japan; Ephesus in Turkey; the Aqueduct of Padre Tembleque Hydraulic System in Mexico; Fray Bentos Cultural-Industrial Landscape in Uruguay; Necropolis of Beth She'arim in Israel; Tusi sites in China; Susa in Iran and the Singapore Botanical Gardens in Singapore.





#### TDU 2016 course set

**SOUTH** Australia Minister for Tourism Leon Bignell has revealed the race route for the 2016 Santos Tour Down Under which is set to be broadcast to a larger international audience next year due to additional marketing funds and a new TV broadcast partner.

Following an Adelaide circuit race on 17 Jan, the 781km course will feature six stages from Prospect to Lyndoch; Unley to Stirling; Glenelg to Campbelltown; Norwood to Victor Harbour and McLaren Vale to Willunga Hill, with a final 90km stage around the streets of Adelaide on 24 Jan.

#### NZ backs All Blacks

**AIR** New Zealand has inked a five-year renewal of its sponsorship of New Zealand Rugby through until 2020.

Under the new agreement, Air New Zealand will be known as the Official Airline of the All Blacks and the All Blacks Sevens.

The Star Alliance carrier has been an official partner of the All Blacks since 1998.

#### **NT events marketing**

**EVENT** and festival planners in the Northern Territory can apply to the government for a share of Tourism NT's Event Marketing Sponsorship funding for programs being held next year.

Up to \$100,000 per event is on offer through the scheme.

"Support is available for those festivals and events that have the potential to attract interstate and/or international visitors to the NT, increase expenditure to the NT and generate substantial media exposure," NT Chief Minister Adam Giles said. Applications close on 31 Aug.

#### Hertz-Ryanair split

HERTZ has terminated its partnership with Ryanair despite "lengthy discussions regarding a contractual dispute".

The pact has been in place for some years, but Hertz said it will now "pursue this matter vigorously through the courts".

A dedicated hertz4ryanair.com website is no longer active, but Hertz confirmed it would honour existing reservations.

Hertz is apparently blaming breach of contract by Ryanair due to GDS agreements, with Ryanair no longer offering car hire on its website until it can source an alternative supplier.

#### Tasmanian Based High Profile General Manager

A unique opportunity is available for an experienced General Manager to join an emerging group of tourism businesses located in and around Launceston, Tasmania. This is an exciting opportunity to take on a management role for some of the most prestigious brands within the Tasmanian tourism industry.

The business is comprised of 4 historic and iconic Northern Tasmanian tourism related properties; Quamby Estate, Entally House (Lodge / Estate), Low Head Pilot Station and Lake House. These properties feature guest accommodation, bars, a variety of restaurant facilities, function and event centres, a vineyard and golf course. Working with at least 4 direct reports and responsible for a larger team of up to 30 permanent and casual staff, you will be responsible for overseeing and managing all aspects of the operations and performance of the business.

The role suits a motivated, financially astute & hands on professional. The ideal candidate will be experienced in running a medium sized hospitality, event, retail or customer service business and ideally have proven experience in developing start-up ventures, including exposure to developing and promoting a new brand.

Prior roles in hotel and/or hospitality management would be advantageous, but the ability to direct, support and manage a small team of staff effectively is crucial. You will demonstrate strong leadership capabilities along with a genuine desire to deliver financial returns with exceptional guest service and satisfaction. You will have excellent communication skills, a professional and friendly outlook and an eagerness to take on every aspect of the business with a hands-on approach and a positive attitude.

High computer and accounting skills are essential as is prior experience managing a team and reporting to stake holders.

Applications should be emailed to Jodie@thunderbird2.com.au by Wednesday, 15th July 2015.

### **AccorHotels/ATEC extend deal**



#### **Reef tourism promo**

**TOURISM** & Events Queensland has developed a new digital campaign to help promote global awareness of and visitation to the Great Barrier Reef.

The social media campaign rides on the back of the Great Barrier Reef avoiding being classified by UNESCO as an 'in danger' site.

Driving the initiative are a series of videos that showcase the full experience available on the GBR queensland.com/greatbarrierreef.

#### **EK puts Asia on sale**

**EMIRATES** has discounted fares to destinations in Asia for travel over select periods between Jul and Mar, on sale until 20 Jul.

Return Economy class fares are priced from \$719 to Singapore, ex Melbourne or Brisbane, \$720 to Kuala Lumpur from Melbourne and \$799 to Bangkok ex Sydney. See www.emirates.com/au. **ABOVE:** Hotel juggernaut AccorHotels made a big splash at the recent Australian Tourism Exchange in Melbourne with some colourful characters helping delegates 'Feel Welcome' - the company's new motto - in the most Australian way possible.

Ten lifeguards lined the entryway with tall flags, creating a walkway for guests, while three tap dancers on podiums wearing Drizabones and Akubras did a Stomp-style tap routine.

In addition, AccorHotels has continued its corporate pact with the Australian Tourism Export Council, signing another annual agreement to support the group at ATE (*TD* 25 Jun).

Senior vp sales, distribution and revenue Australia Henrik Berglind acknowledged the relationship between the two as "valuable".

Berglind is **pictured** at ATE with ATEC chairman Denis Pierce (left) signing the new arrangement.

## helloworld

#### Qantas Holidays Business Systems, Mascot Senior Support Analyst

An amazing opportunity exists to join Qantas Holidays, Helloworld as a Senior Support Analyst!!!

Your new position will see you performing / driving the Qantas Holidays systems support including Calypso and ReadyRooms to ensure quick problem resolution and ensure our systems are operational.

This role will give you the opportunity to grow your experience with the hotel and holiday management systems both online and offline, managing the day to day maintenance operations of the online and offline business, provide support to end users of all systems used across the Qantas Holidays.

Previous experience in Calypso system is essential.

If you are interested in applying for this role, please send your resume to careers@helloworld.com.au



This week *Travel Daily* and Seawings are giving agents the chance to win a Dubai scenic seaplane adventure for two. You can take the flight yourself or pass it on to your valued clients as a gift.

Seawings offers scenic seaplane flights, luxury day and extended tours and also charter options for group and incentive clients. Book Seawings with reservations@ seawings.ae or your favourite UAE Wholesaler

or DMC.

seawings

Seaplane Tours

To win,

answer each daily question correctly and have the most creative answer to the final question. Send your answers to seawings@traveldaily.com.au

In which of the Emirates states does Seawings operate its scenic flights? Need a hint? CLICK HERE.

#### Ardent appointment

DREAMWORLD & Skypoint owner Ardent Leisure Limited has announced David Haslingden has been appointed as independent non-executive director.

Haslingden is currently non-exec chairman of Nine Entertainment Co Holdings Limited and is also a director of the WildAid conservation organisation.

#### Air China LAX boost

**CHINA'S** national flag carrier Air China has commenced a new thrice daily service between Beijing and Los Angeles, operated by Boeing 777-300ERs.

Air China has also relocated its airport operations at LAX from Terminal 2 to the refurbished Tom Bradley International Airport.

#### **ITP anti Lufthansa DCC**

**GLOBAL** travel management company ITP - International Travel Partnership has pledged support to block Lufthansa Group's plan to add a €16 distribution-cost charge from 01 Sep (*TD* 03 Jun).

Director of UK-based Business Travel Management with ITP, Richard Lovelock said many of its 60+ TMC partners are "surprised & disappointed" the LH Group "does not appear to understand how corporate clients and TMCs work together".

"This action clearly says to a business traveller that if you book through your TMC it will cost you more," Lovelock argued.

ITP is backing all efforts to persuade Lufthansa Group to review its current strategy.

#### **QR notch up Manila**

THE signing of an expanded Air Service Agreement between the State of Qatar and Philippines has seen Qatar Airways add six new weekly services on the Doha-Manila route, effective 26 Oct.

The new capacity will see QR offer double-daily services on the route in addition to a daily flight to Clark in the Philippines.

#### IE Booking.com pact

**CUSTOMERS** of Solomon Airlines (IE) booking flights via its online channel can now secure accommodation at 14 properties courtesy of a new partnership with online agent Booking.com.

The deal enables site browsers to book a stay at eight options in Honiara, four in Gizo, one in Munda and one in Buala, with further properties to be added. Properties range from five star hotels to boutique resorts, eco lodges and self-catering apartments.

More at www.flysolomons.com.



#### JQ, VA Bali ops return

JETSTAR and Virgin Australia have confirmed all flights to Bali (Denpasar) have returned to normal today after more volcanic ash interruptions last weekend.



## Aqua/Aston rate clamp down

HAWAIIAN hoteliers Aqua Hospitality and Aston Hotels & Resorts have implemented a new parity policy to "help eliminate the price cutting tactics by third party affiliate OTAs".

The new policy, which has taken immediate effect, comes in response to OTAs pulling net rates from wholesale partners and marketing them worldwide.

"This has led to a loss of revenue for our wholesale partners as well as our company," the firms said in a memo to trade partners.

Under the new structure, wholesalers are required to set margins to ensure prices for any unpackaged room are at least equal to and not lower than retail sell prices for rooms of the same type and restrictions that are sold on the Aqua and Aston websites.

"Wholesaler will not advertise 'lowest prices available' (or make any similar claim) with respect to any Aqua/Aston inventory.

"Wholesaler is responsible

for ensuring that any approved rates associated with affiliated websites follow this pricing rule to maintain parity," the memo explains.

Parties who fail to comply with the new measures will be penalised US\$100 per violation, plus any revenue loss suffered by Aqua or Aston.

A first offence will result in the monetary fine plus a 30 day total stop sell of all Aqua-Aston hotel inventory, a second breach has a 45 day stop sell and a third violation a 90 day stop sell.

On top of the stop sell periods, there will be an immediate termination of any and all promotional activity.

The new policy also requires wholesalers to provide the hotels with an updated list of third-party affiliates on a quarterly basis.

Wholesalers failing to provide written notification of an affiliate will have no reservation held or confirmed.

#### Tasmanian Based Finance Manager

A rare opportunity is available for an experienced accountant to join an emerging group of tourism businesses located in and around Launceston, Tasmania. This is an exciting opportunity to join a small team working within some of the most prestigious brands within the Tasmanian tourism industry.

The business is comprised of 4 historic and iconic Northern Tasmanian tourism related properties; Quamby Estate, Entally House (Lodge / Estate), Low Head Pilot Station and Lake House. These properties feature guest accommodation, bars, a variety of restaurant facilities, function and event centres, a vineyard and golf course. Working with a small dedicated management team, you will be responsible for performing and managing all aspects of the accounting and compliance operations of the business.

The ideal candidate will be a highly competent accountant who is hands on and willing to take ownership for the financial aspects of an evolving business reporting directly to the General Manager. The role would suit someone with an interest or prior experience in the hospitality / tourism industry.

The candidate will be required to work closely with each property and prepare at a group level all management and compliance reports and develop strong working relationships with key external advisors. The candidate should be confident and effective in communication style with all levels of management as well as technically adept with a strong attention to detail. An adaptable team player with a strong work ethic, the candidate should have the ability to educate all levels of staff on key accounting concepts and be looking to challenge themselves in a continually evolving business.

High computer and management / financial accounting experience are essential, with a CPA or ACA or similar designation preferred. Knowledge of MYOB accounting and reporting, BAS returns and other statutory reporting requirements is necessary.

Applications should be emailed to Jodie@thunderbird2.com.au by Wednesday, 15th July 2015.



## **Brochures**

WELCOME to Brochures of the Week, *Travel Daily*'s Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



#### Topdeck - Europe Summer 2016

Youth adventure firm Topdeck has launched a pint-size A5 brochure detailing earlybird deals on 24 itineraries in Europe scheduled for the 2016 northern summer. The Limited Edition guide has 2016 departures listed at 2015 prices, with a further 10% discount on the table if booked and paid by 31 Aug. Activities on offer include biking in Amsterdam, sailing in Greece & more.



#### Eclipse Travel - Latin America & Antarctica 2016 Bespoke itineraries from Mexico to Argentina and down to the frozen continent of Antarctica itself star in the newest guide available from Eclipse Travel. Guests have the opportunity to stay in luxury lodges, cloud forest reserves and boutique hotels, with group sizes ranging from 2-10, while special interest parties of up to 40 are able to be catered. Most popular is a 22-day Patagonia & Antarctica Wilderness Adventure.



#### Travelmarvel - Canada & Alaska 2016

A brand new tour taking in the Canadian Rockies and an Alaskan cruise has been developed for the season, which can be taken as both a week-long or 14-day tour. Encompassing two nights in Banff & one at Lake Louise prior to a two-day Rocky Mountaineer journey back to the coast and two nights in bustling Vancouver. Insider Experiences have been added, including a Steak Fry

BBQ Dinner, Breakfast with the Bears or a visit to a Wolfdog Sanctuary.



OLGA Russian Travel Centre - MS Volga Dream 2016 The first-class boutique ship cruising the waters between Moscow and St Petersburg offers spacious and comfortable capacity for 109 passengers and 60 crew for a journey on some of Europe's less travelled waterways. The 12-night itinerary sees guests spend three nights in both cities in centralised five-star hotels and six nights onboard. Prices have been cut by 20%

to further stimulate demand for the region, now selling for \$3,191pp.



#### Peregrine - The Arctic Small Ship Cruises 2016

For the time-rich and dollar-rich, an opportunity to traverse the entire Arctic Circle has been released by Peregrine as part of its 2016/17 journeys in the region. Priced from a colossal \$142,654 per person (albeit at a discounted earlybird rate), the itinerary takes pax along Russia's north coastline, across the Atlantic into Greenland, across Canada and through the Northwest Passage. The journey can also be broken up into four shorter segments.



#### White Grass online

VANUATU'S White Grass Ocean Resort, Tanna Island has launched a brand new website aimed at both agents and consumers with hotel and local activity details.



### Excite agent to tick Samoa off list

A HOLIDAY in Samoa is next on the agenda for Felicity Davis from Excite Holidays, named as the major prize winner at recent Samoa roadshows.

Davis, who has never before visited Samoa, will enjoy seven nights at the adults-only Seabreeze Resort, Samoa, daily brekkie, one-hour massage for two & return transfers.

Fiji Airways came to the party too, throwing in return airfares as a last-minute surprise.

The trade events promoting the island destination were each well

#### FlyPelican open offer

**ONE-WAY** services between Sydney and Newcastle on startup regional carrier FlyPelican have commenced, priced from \$59.

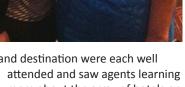
Passengers are permitted 15kgs of baggage on the 40-min flights, which arrive early morning in both cities, returning at night.

#### Tips to secure grants

TOURISM businesses in Port Stephens have the opportunity to learn how to apply for and secure government grants at a special workshop later this month.

Hosted by Keith Whelan, also known as 'The Grants Guy', the three-hour session is being hosted by Destination Port Stephens at The Nelson Resort on 23 Jul.

Whelan will teach how to avoid common problems when applying.



more about the array of hotels on offer and attractions for tourists.

Davis is **pictured** above right with Chris Martin from Seabreeze Resort. Samoa.

#### Lion City groups unite

**EFFORTS** to promote Singapore as a travel destination will ramp up under a new two-year pact between three of the city state's biggest tourism advocates.

Singapore Airlines, Singapore Tourism Board and Changi Airport Group will together invest S\$20m to promote the city in leisure, corporate and MICE markets.

Messaging will be rolled out on an airline, airport and destination level, with major initiatives for the partnership including marketing for the new Singapore Stopover Premium Package.

Reward voursel

Travel

#### **Experienced Travel Manager**

#### Adelaide, SA

Are you an experienced consultant who loves selling leisure? Travel Club is an exciting invitation-only brand looking for an Experienced Travel Manager to join their Adelaide team. Working Monday to Friday with no late night trade, you'll work with Flight Centre Travel Group's corporate customers to provide an exclusive in-house travel service. You'll also join a knowledgeable and experienced team and enjoy an enviable existing customer base!

When you join us you'll receive uncapped earning potential with profit share opportunity, along with ongoing training, career advancement opportunities and excellent benefits. Apply Now!

Apply Online: ApplyNow.net.au/jobF189665



**OVER** 55 agents from Canberra and its surrounds packed into the National Press Club recently for a event hosted by Insight Vacations to celebrate its new USA, Canada & South America 2016 brochure.

Sponsors of the event included Rocky Mountaineer, Canada Tourism Commission, Alberta Tourism and Virgin Australia. Plenty of information on the tour operator's expansion into Peru was presented to

attendees such as highlights of the 12-day Treasures of the Incas Luxury Gold itinerary, available extensions in other parts of South America, high-end hotels, dining experience, authentic cultural adventures and much more.

The all-inclusive Luxury Gold range was also showcased, with optional extras no longer sold on any Luxury Gold itinerary. The attending agents and sponsors are **pictured** above.



#### WIN A LUXURY RIVER CRUISE

This month, Travel Daily and Scenic are giving readers the chance to win an amazing luxury European river cruise. The prize, valued at up to \$24,060 includes:

- 15 day Jewels of Europe river cruise for 2 people
- 2 x return economy class airfares to Europe
- Return airport transfers
- Complimentary beverages all day, everyday, all meals, private butler service and all tipping and gratuities

To win, answer every daily question correctly and have the most creative answer to the final question.

Send your answers to scenic@traveldaily.com.au

4. What additional services does the private butler offer for guests in the Royal or Royal Panorama suites? Need a hint? CLICK HERE.

#### Live Chat extension

**TRAVEL** agents can now access the Rail Plus Live Chat support service from 7am-7pm AEST under an expansion of the service.

The move is aimed at assisting agents by removing the need to phone the wholesaler and instead accessing help via instant message. In a further enhancement,

agents can also now copy & paste invoice details directly into back office systems or into itineraries.

#### Air NZ Moody's rating

**CREDIT** ratings agency Moody's has upgraded Air New Zealand's senior unsecured issuer credit rating by one level from Baa2 to Baa3, a move which keeps the carrier's rating outlook as stable.

#### New courses on TIN

**ONLINE** travel agent training platform Travel Industry Network has received new training course content, now available for agents to hone their product knowledge.

The latest uploads come from Rocky Mountaineer, which covers its 2016 network changes, and content from French Travel Connection about its Monaco travel agent incentive.

#### **EOFYS on Airnorth**

DARWIN-BASED regional airline Airnorth has extended valid sale dates on its End Of Financial Year Sale until 12 Jul or sold put.

Fares to a wide range of ports in the carrier's network are available, with services to Kununurra, Port Hedland, Broome and Karratha starting from \$139 & specials on NT. Qld and Timor-Leste services.

#### **Royal Pines event app**

**EVENTS** technology business AVPartners has launched a new events app for RACV Royal Pines Resort on the Gold Coast.

The Events@RPR app is designed for all smartphone devices and offers social media tools, surveys, live polling and gamification.

Delegates and attendees can send private messages and receive program updates via the app.





Sponsored by:



## CONGRATULATIONS

from Boronia Travel Centre

Peter is the top point scorer for Round 14 of Travel **Daily's** AFL industry footy tipping competition. Peter has won a double pass to Taronga Zoo.



**Major Prize:** 

Two return Economy Class airfares to Dubai with **Emirates** 

#### Smartpoint 6.0 out

MORE in-depth product access and shopping capabilities have been rolled out by Travelport as part of the latest release of the firm's Smartpoint 6.0 upgrade.

The improved version allows agents to access branded airline fares and ancillaries at multiple stages of the booking process.

Travellers also benefit, with more transparency in being able to see all products available, fare upgrades & all optional add-ons.

The number of clicks to access personal information have been reduced, along with debit card payments for low-cost carriers.

Travelport SVP and md for agency commerce Jason Clarke said the new version allowed agents to sell more efficiently.

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#### WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

#### DRIVE A TEAM FOR A LUXURY BRAND RESERVATIONS MANAGER SYDNEY – \$80K PACKAGE DOE

This award winning online travel company with a focus on the cruise industry is looking for a Reservations Manager with a real sales drive to head up the team. Leading a team of 10 you will lead by example and be a dynamic individual. If you are focused on driving a team and leading them to success you will enjoy this role. If you have experience in customer service from a tour operator, wholesaler or online company that this be an advantage.

#### LARGE MARKET

CORPORATE BUSINESS DEVELOPMENT MANAGER MELBOURNE –PACKAGE TO \$125K + COMM This leading travel management company is looking for an experienced & driven BDM to join their team. You will be responsible for acquiring new business, developing relationships & implementing sales strategies to optimise client spend. Attractive salary with uncapped earning potential. Experience as a travel BDM with a proven sales track record along with strong customer service, presentation, communication and negotiation skills essential.

#### UNIQUE OPPORTUNITY! NATIONAL MANAGER BRISBANE – \$90K + SUPER + BONUSES

An amazing opportunity exists to join this travel company as National Travel Manager to provide leadership for the team, develop & implement sales & marketing strategies, maintain & improve web site & develop innovative campaigns to maximise sales. Previous experience in sales & marketing & running a successful travel operation is essential + proven track record of building long term relationships and delivering exceptional levels of customer service.

#### LOVE ALL THINGS MICE GENERAL MANAGER - MICE SYDNEY – FROM \$120K BASE ++ DOE

This company has future growth on the horizon so don't miss out on heading up their MICE team and joining them on this journey. They create innovative events on the largest scale with creative solutions for event management. As GM of the global MICE team you will manage the strategy of the complete M&E portfolio. You will drive new relationships and the retention of their client base. Do you possess leadership and senior event sales experience? Apply Now!

#### GLOBAL PRESENCE CORPORATE KEY ACCOUNT MANAGER MELBOURNE –PACKAGE TO \$135K + COMM

As the Account Manager, you will be responsible for managing a portfolio of large market accounts with the objective of growing revenues in the corporate travel market, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to Executives. Previous Account Management experience essential.

#### MANAGE THE SUNSHINE! TRAVEL MANAGER

ROCKHAMPTON – OTE TO \$75K Are you and assistant manager looking for that next step? Come join this reputable travel agency located in Rockhampton as a hands on travel manager. Lead and develop a small team of consultants, motivating them to achieve goals whilst providing exceptional customer service. Overseeing the daily running of the office you'll be involved in local area marketing and identifying avenues to increase the agency's client base. Top salary package on offer.

#### LEADERSHIP ROLE - TMC HEAD OF ACCOUNT MANAGEMENT SYDNEY – SALARY \$120K ++

Working for an award winning TMC you will be rewarded with managing APAC relationships with blue chip accounts, including reviewing data to maximize revenue and expand existing accounts. You will be responsible for leading and mentoring a team of key account manages. Are you looking to lead and develop a team? Do you have vast contracts in all markets and previous experience in a similar role within the tourism/hospitality industry? Apply Now!

#### JOIN THIS FORWARD MOVING COMPANY BUSINESS DEVELOPMENT MANAGER ADELAIDE – SALARY PKG TO \$70K + BENEFITS

Looking after the SA market, you will be responsible for developing strategies to grow this travel company's network, increasing revenue & building strong ongoing relationships with key clients. Working as part of the business development team you will be on the road frequently & using your hunting skills to secure new business. Strong presentation skills together with Business Development experience is essential.

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## Christmas in July

This July, enjoy an indulgent Yulefest Weekend in the picturesque Wolgan Valley.

Enjoy a 2-night stay featuring a traditional Christmas dinner, wine and cheese tasting, festive high tea, \$100 spa credit plus daily gourmet meals and nature-based activities.

From \$1,800 per person twin-share

FOR RESERVATIONS, PLEASE VISIT ONEANDONLYWOLGANVALLEY.COM, CALL +61 2 9290 9733, EMAIL RESERVATIONS@ONEANDONLYWOLGANVALLEY.COM OR CONTACT YOUR PREFERRED TRAVEL PROFESSIONAL.

Offer is subject to availability and valid for travel 1 July - 31 July 2015 for new bookings. Offer is subject to change without notice. Visit oneandonlywolganvalley.com for further terms and conditions.



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### **Business Development Manager opportunities:**

- Melbourne: http://applynow.net.au/jobs/F167739
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