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Monday 13th July 2015



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American “will” fly to NZ

QANTAS and American Airlines have suggested Air New Zealand will expand its service options between NZ and North America in reply to the now ACCC tentatively approved expanded alliance by the Australian and US carriers.

According to documents filed with the NZ Ministry of Transport to re-authorise its business pact in New Zealand, QF and AA said Air NZ is a “significant competitive constraint” on Trans-Pacific routes.

“Air New Zealand attracts a large number of passengers who fly across the Tasman from Australia to join services to the US from Auckland,” the Applicants said.

Based on PaxIS data, approx 352 passengers per day fly with Air NZ from Australia to connect to US-bound services from Auckland to its US gateways of Los Angeles and San Francisco, QF/AA said.

Within the 35-page submission,

Today’s issue of TD

Travel Daily today has eight pages of news and photos, plus full pages from: (click):

- AA Appointments jobs
- Travel Trade Recruitment

parts of which are redacted for privacy, the partners appear to confirm American Airlines will launch its own flights to NZ.

“The proposed conduct will also provide the basis for opportunities for the Applicants to expand the shared network to other ports on both sides of the Pacific that neither currently serve, such as New Zealand,” the oneworld member airlines said.

“The Applicants consider expansion by existing carriers, particularly Air New Zealand, to become immediately more likely in response to the announcement that American will commence operations to Australia and New Zealand,” the document states.

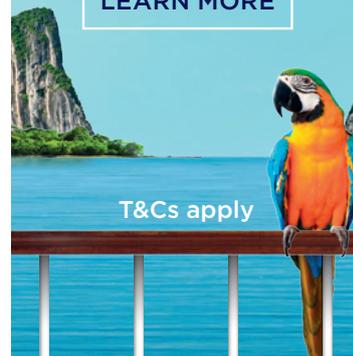
QF/AA also told the MOT joint sales & marketing efforts in New Zealand would be ramped up.

“This will lead to greater customer choice for New Zealand consumers and businesses particularly through the facilitation of capacity additions on new routes to/from New Zealand to the US that are either currently not served at all or only served by Air New Zealand.”

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CHOICE blasts JQ opt-ins

JETSTAR has been targeted in a major campaign launched today by consumer group CHOICE, which accuses the carrier of "travel tricks" due to automatic opt-ins which can boost fares by up to 67% more than the advertised price.

CHOICE has joined forces with its Kiwi counterpart Consumer NZ to highlight options such as "pricey travel insurance," seat selection fees and baggage charges which are automatically ticked during the booking process.

A comparison table displays a typical advertised price of Qantas, Jetstar, Virgin and Tiger flights from Sydney to Melbourne, with preselected optional extras on Jetstar amounting to \$36.95 on top of the \$55 base fare.

A similar process for Virgin Australia saw a 13% difference due to preselected travel insurance, while for Tiger Airways the default extra impost was 59%.

Qantas had no preselected options, meaning its total \$129 fare was as advertised.

"We think Jetstar's ceo David Hall needs to hear from

consumers," said CHOICE spokesperson Matt Levey.

"Websites shouldn't be designed to trick consumers into paying for extras that they don't want or need," he added.

Consumer NZ ceo Sue Chetwin said Air NZ had bowed to pressure from the NZ Commerce Commission earlier this year to remove its preselected travel insurance, meaning Jetstar is the only major domestic carrier in NZ which still has optional extras preselected while booking.

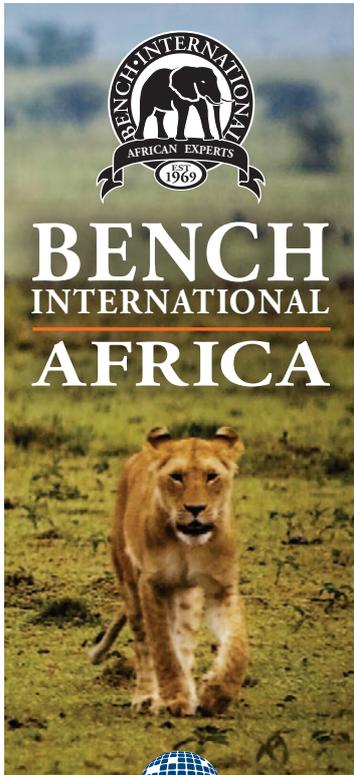
Bali flights operating

JETSTAR has confirmed it will resume daylight services in & out of Bali (Denpasar) today, saying its operations team "are satisfied it is safe to fly".

Three flights will operate from DPS and four from Aussie ports.

Virgin Australia made the decision earlier this morning to cancel all flights in and out of Bali.

MEANWHILE, Qantas is "currently in discussion with Jetstar on how we can assist with passenger recovery in Denpasar," a spokesperson told *Travel Daily*.



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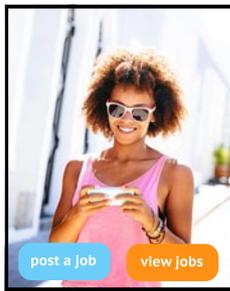
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NT lures travellers

DANGLING a line in the Top End could make someone a million dollars richer in a new campaign rolled out by Tourism NT.

The Million Dollar Fish comp is angled at tempting domestic and int'l visitors to the Northern Territory, while positioning the NT as "the best place in the world to stay, play and fish".

Seventy-six barramundi will be tagged and released across fishing hotspots in the Top End, one of which carries a \$1 million price tag and 75 others with \$10,000 cash prize tags.

The campaign aims to attract fishing fanatics and their families during the low season (Oct to Feb), "to enjoy the unique tourism experiences & spectacular landscapes the whole of the Territory has to offer," said NT Chief Minister Adam Giles.

Annually, the Northern Territory welcomes about 40,000 interstate travellers whose prime reason for visiting is to fish.

See UK before you go

A VARIETY of quintessentially British experiences can be tested before arriving in the country as part of a new GREAT initiative by UK tourism body VisitBritain.

Users of the newly launched www.visitbritainblog.com website can view a number of immersive 360° virtual experiences including Anne Hathaway's (Shakespeare's wife, not the US actress) cottage.

Online previews of Durdle Door beach or a choir performance at Rosslyn Chapel are also among the experiences commissioned.

VisitBritain is continuing its push on encouraging inbound visitors to the UK to venture outside of London and the major capitals to the country and regional centres.

Scotland has seen the greatest success, with arrivals up 10%.

The blog is the latest expansion of VisitBritain's highly successful GREAT campaign, which last year contributed to a record 34.8m int'l visitors to the UK, of which 1.057m originated from Australia.

Brand name on climb

HELLOWORLD has issued its own view on its brand awareness, saying its own study shows 34% of Aussies aged 25 years and older are familiar with the name.

Australia's second largest travel brand said the 34% result was up from 26% in Nov 2014 and 10% in May last year, with ceo Elizabeth Gaines adding the company was building "a powerhouse brand".

Speaking at the ATAB Business Builders conference in Sydney last week, Roy Morgan group account director Angela Smith said only 11% of Australians aged 14+ had heard of Helloworld (**TD** Thu).

ATIA backs ihail app

THE Australian Taxi Industry Association says it supports plans for the ihail smartphone app that is planned to help associated taxi partners compete with Uber.

ATIA ceo Blair Davies told the ACCC the app would appeal to business and leisure travellers.



Window Seat

IMAGINE passengers actually fighting for the middle seat?

US low-cost carrier Frontier Airlines has announced an innovation which could make this a reality, with special middle seats which are a full inch wider than those on the aisle or window.

The special 19-inch-wide seats will "make sitting in the middle seat a little less uncomfortable," said spokesman Daniel Shurz.

The seats don't have any adjustments - which the carrier spins as being a "pre-reclined position," and are being installed as part of a makeover which will jam a further 12 seats into its A320s - giving each customer a little less room.

But don't worry - those middle seats will be "wider than ever," the carrier promised.



Quest Kelvin Grove – Now Open

Quest Kelvin Grove is the newest premium accommodation provider in Brisbane North. Featuring 85 studio, one, two and three bedroom serviced apartments, the property is conveniently located in the heart of QUT's Kelvin Grove campus, and only minutes from Brisbane CBD. Whether travelling to Brisbane for business or pleasure, Quest Kelvin Grove is the ideal accommodation choice.

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Check out these spunky chicks!



ABOVE: The team from Aurora Expeditions has joined the *Travel Daily* 21st celebrations, posting the above photo on Instagram complete with the special #traveldaily21 hashtag.

They are now in the running for a fabulous prize - but there's plenty more time to enter.

Take a photo showing how you enjoy *Travel Daily* each day and post it using #traveldaily21 to enter before next Mon 20th Jul.

That means you can also include pics taken at this week's Travel Industry Exhibition and at the NTIA Awards on Sat night.

Don't forget the expo

THE second annual Travel Industry Exhibition will take place at Sydney's Luna Park this Thu and Fri with a host of exhibitors and a seminar program featuring key presenters from AFTA, Facebook, TripAdvisor and DFAT's Smarttraveller.

The *Travel Daily* group will also be on show as well as destinations from as far afield as Cuba, Sri Lanka and even Turkmenistan.

Pre-register to attend via www.travelindustryexpo.com.au.

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Queen's Wharf choice

THE Queensland Government is this week expected to announce its preferred proponent of the redevelopment of Brisbane's Queen's Wharf project.

Vying to win approval for the billion dollar project are two parties - Greenland Holding Group with Crown Resorts and Destination Brisbane Consortium, which is comprised of Echo Entertainment Group, Far East Consortium (Australia) and Chow Tai Fok Enterprises (*TD* 22 Dec).

The Crown Resorts-backed plan includes Brisbane's first six-star hotel and two five-star hotels.

DBC's project calls for five new hotels, including a six-star Ritz Carlton and Echo's VIP hotel, a Darling Hotel and the first Dorset and Rosewood hotels in Australia. Both projects include a casino.

Africa stay pay deals

WORLD Journeys has a suite of stay pay deals at premium camps & lodges for last minute bookings in the Maasai Mara for the annual Great Migration in Kenya.

Options include Stay 4/Pay 3 at Saruni Mara, Mahali Mzuri, Mara Serian Camp & Governor's Camp and Stay 5/Pay 4 at Sala's Camp, with the option to utilise the free night at Giraffe Manor in Nairobi. Call 1800 155 044.

TN adult fares slashed

AIR Tahiti Nui is offering adult Economy class fares to Papeete at the cost of a child's fare.

The promo represents up to a 25% saving on standard adult fares, based on departures from Sydney, Melbourne or Brisbane via Auckland to Tahiti, valid for travel from 16 Aug to 20 May (excluding some blackout dates).

Caesars pro Open Sky

PRESIDENT & ceo of Caesars Entertainment Corporation Gary Loveman has come out in support of the Open Skies policy which is being analysed by the US Govt in response to action from three US legacy airlines.

Loveman said American Airlines, Delta Air Lines and United Airlines are "essentially undermining the purpose of Open Skies" by trying to limit the number of new flights Emirates, Etihad Airways and Qatar Airways can operate to the United States.

"Fierce competition sparks innovation and pushes businesses to provide superior products and service to customers.

"The passenger carriage from the UAE & Qatar are injecting vital, robust and much-needed air service and competition to the US aviation market," Loveman said in a submission to the US regulator.

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We fly people not just planes and we know that having the right people on board at team Tigerair is critical to achieving our goal of becoming Australia's number one choice for value air travel.

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Reporting to the Head of Commercial Performance, Sales & Distribution and working closely with the Commercial Team, you will have the chance to redefine success in this key area of the business. In this new role you will have the chance to write your own chapter and contribute with other likeminded innovators to make a measurable impact to Tigerair Australia's commercial outcomes.

For further details please log on to our careers page www.tigerair.com.

Applications close Friday 24 July 2015.



Win tickets to see Manchester City FC

This week, **Abu Dhabi Tourism & Culture Authority** is giving two **Travel Daily** readers the chance to test their knowledge of Abu Dhabi and win one of two great prizes:



1. a double pass to see Manchester City FC vs Roma at the Melbourne Cricket Ground on Tues 21 July OR
2. a double pass to see the match between Manchester City FC vs Real Madrid at the Melbourne Cricket Ground on Fri 24 July.

To win one of these prizes, answer each daily question correctly and have the most creative answer to the final question. Send your answers to abudhabicomp@traveldaily.com.au

1. What museum is set to open in Abu Dhabi in the coming year?

Sanctuary additions

MAKANYANE Safari Lodge in South Africa's Madikwe Game Reserve is set to join the luxury camps and lodges portfolio of Sanctuary Retreats from 01 Aug.

The lodge features eight suites, each with its own private sun deck and outside lounge.

Nightly rates at Sanctuary Makanyane Safari Lodge start at US\$420 per person twin share.

OTG Giving a Buck

ON THE Go Tours has launched a new initiative for 'I Give A Buck' month in Jul, donating \$10 from every passenger booked by 31 Jul to the children's organisation.

The charity works to raise funds for specific & individual projects.

IHG sells InterCon HK

THE InterContinental Hong Kong has been sold by IHG for the gross price of US\$938m under an agreement with the buyer Supreme Key Limited.

IHG will retain a 37-year management contract of the iconic property, in addition to three 10-year extension rights.

Supreme Key has committed to investing in a significant refit of the 503 room hotel, expected to commence in 2017 and take place over an 18 month period.

The transaction is expected to be completed in the second half of this year.

The offloading of the InterContinental Hong Kong completes the disposal of IHG's major owned assets, which has included selling all or shares of its interest in InterContinental New York Barclay, InterContinental Paris - Le Grand and other hotels.

MEANWHILE, IHG has launched its new top membership level for IHG Rewards Club.

'Spire Elite' membership is reached by accumulating 75,000 qualifying reward points or staying at an IHG hotel for 75 qualifying nights per year.

Members have the ability to earn 100% extra bonus points on qualifying stays and the option to either upgrade a friend or family member to Platinum membership or receive 25,000 more points.

More at www.ihg.com.

VS 787 to Hong Kong

VIRGIN Atlantic last week commenced services between London Heathrow and Hong Kong using Boeing 787-9 *Dreamliners*.

The aircraft is configured with a new Upper Class bar and accommodates 31 passengers in Upper Class (Business), 35 in Premium Economy and 198 in Economy Class.

GOR classic re-signed

THE Victorian Govt has secured the Cadel Evans Great Ocean Road (GOR) Race for 2016, Minister for Sport Tourism John Eren announced this morning.

Swiss Sydney Rendezvous



OVER 100,000 Sydneysiders converged on the Circular Quay foreshore last weekend for the third annual Bleu Blanc Rouge (BBR) Festival.

For the first year, the outdoor festival dedicated to celebrating French culture and Bastille Day invited French speaking countries Switzerland, Belgium and Canada to participate in the 3-day event.

The BBR Festival showcases food, wine, music and cultural activities from the four countries.

The Swiss village was popular amongst visitors, offering a hands-on cooking masterclass with Swiss Chef Felix Halter, food stalls serving Swiss hot dogs and rösti, video highlights of The Grand Tour and a special visit by St. Bernard dogs yesterday.

"The BBR Festival provides Switzerland Tourism with a fun and unique opportunity to showcase what our country has to offer, including our new Grand Tour itinerary," Switzerland

Tourism Australia/New Zealand director Mark Wettstein told **TD**.

Pictured at the Switzerland Tourism marke from left are Chef Felix Halter; Jessica Menezes, Swiss International; Birgit Weingartner, Switzerland Tourism marketing executive; Giovanni Distefano, Swiss International and Mark Wettstein.

IAG to take EI stake

RYANAIR (EI) ceo Michael O'Leary has confirmed this week it will sell its 29.8% stake in Aer Lingus to International Airlines Group, the parent firm of British Airways, Iberia and Vueling.

"We believe the IAG offer for Aer Lingus is a reasonable one in the current market and we plan to accept it, in the best interests of Ryanair shareholders.

"The price means that Ryanair will make a small profit on its investment in Aer Lingus over the past nine years," O'Leary said.



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Apply Now at: Applynow.net.au/jobF189209

Tunes at IHG Sydney

GUESTS of Club InterContinental Sydney will enjoy a series of live performances by the Sydney Symphony Orchestra thanks to the pair's renewed partnership.

Special events will take place on 23 Jul, 03 Sep and 12 Nov, with members of the public invited to attend for the first time - tickets are priced from \$190 per couple.

Adelaide electric ride

ELECTRIC bicycles are now available to hire in Adelaide after the city's first Spinway bike station opened at the Ibis Adelaide Hotel.

The station allows users to rent the solar-powered bikes anytime 24/7 after swiping their credit cards directly on the Avanti bikes themselves, affording an easy way for tourists to explore the city.

Spinway founder Matt Rennie said the Ibis Adelaide will be the first of several stations to be rolled out across the city.

Hilton Melb Huanying

HILTON Melbourne South Wharf has become the fifth Australian property in the company's global network to be accredited under the Hilton Huanying program which caters to Chinese guests.

The program sees a number of amenities custom designed to the Chinese market available in-house such as Mandarin-speaking staff or translation service, Mandarin TV channel, special utensils and items on food menus and more.

More than 110 properties in 65 countries over a number of Hilton Worldwide brands have been accredited under the Huanying program, including Sydney, Cairns, Surfers Paradise and Brisbane.

Europcar E-Car Club

A MAJORITY stake in electric vehicle pay-per-use car sharing firm E-Car Club has been acquired by Europcar as the firm looks to develop its mobility initiatives.

The company's founders will transfer over to Europcar to continue to run the business and expand the concept in Europe.

E-Car Club currently has 19 depots across London, operating Nissan LEAF and Renault Zoe cars.



Business Development Manager – NSW

Insider Journeys is seeking a Business Development Manager based in Sydney to identify, qualify and capture new business in the NSW region.

To be successful in this role you will need a minimum of 2 years' experience in a similar position with existing relationships in the Australian travel industry, excellent verbal and written communication skills, including public speaking, as well as excellent relationship, persuasion and influence building skills. You must hold a current Australian driver's license.

What is in it for you? You will be rewarded with an attractive and competitive package and incentive scheme. Receive comprehensive training and development and a mobile phone, laptop and car allowance.

About Insider Journeys: Insider Journeys (formerly Travel Indochina) is a boutique travel company specialising in small group and independent travel to Asia. We commenced operations in 1993 and since then have developed operations and partnerships with businesses in Australia, the UK, Canada, the US and New Zealand. Insider Journeys has 7 offices in Asia. Insider Journeys is part of Helloworld Ltd.

If you are interested in joining our dynamic Sydney-based team please email your application to Renee Stanton on renee.stanton@insiderjourneys.com.au before Friday 24th July 2015.

insiderjourneys.com.au

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.



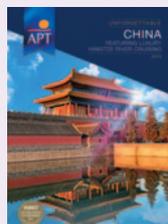
Lindblad Expeditions - Explorations 2015/16
More than 40 unique itineraries taking pax to some of the world's most remote and isolated corners features in the latest Explorations guide from Lindblad Expeditions. The big change for this guide is the introduction of *National Geographic Orion* to Europe, operating 11 different week-long itineraries, each of which run twice. A 10-ship fleet operate the voyages.



Scenic - Canada, Alaska and USA 2016
Seven new itineraries have been added to the new season, each packed full of wonder as per the revised Scenic mantra. These include adventures of between 9-24 days on either side of Canada, Rocky Mountains, the Nevada desert, National Parks, and cruising Alaska or the New England region. Tours are packed with exclusive Scenic Enrich events & Freechoice activities, with extensions enabling guests to go more in-depth.



Disneyland - Diamond Resort Celebration 2016
The Happiest Place on Earth is celebrating 60 years of creating magic and wonder for guests of all ages in 2016 and ramping up the dazzling entertainment and spectacle even further to celebrate. A special guide has been produced to promote everything new being rolled out for the party across both theme parks. These include reworkings of classic favourites and entirely new productions. Disney's three hotels have also been specially decorated.



APT - China 2016
Two new Signature Invitations have been designed for the new APT season in China, including lunch on a rarely visited part of the Great Wall and an exclusive cruise around Beijing's Summer Palace. Both feature in each of APT's seven different itineraries, headlined by the flagship 13-day Best of China experience. Tours visiting Suzhou and Hangzhou will see guests take a high-speed train trip between the two - halving the required travel time.



Explore Holidays - Britain & Ireland 2015/16
Freshly arrived in stores a few weeks ago, the latest Explore Holidays guide to the UK and Ireland is largely familiar on last year in terms of layout and structure, however a number of new products have been added. A new 24-day Grand Tour of Britain & Ireland has been designed, taking guests on an in-depth exploration of the region with CIE. New towns visited include Galway, Kilkenny, Kilarney, Cornwall, Embleton, Newcastle and regional Ireland.



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Agents love the beach in winter



FREEZING cold Melbourne weather was left far behind for a group of agents late last month as they took their seats on the first Jetstar flight between the Vic capital and the Whitsundays.

The group was hosted by Sunlover Holidays, Whitsundays Tourism & Development Team and Jetstar.

An opportunity to spend two days in the warmer temperatures of Far North Queensland was welcomed as the group explored Airlie Beach and Daydream Island.

Agents represented Helloworld, STA Travel and a number of independent consortia, **pictured**

Tours bought in bulk

TRAVEL brokerage giant Tourico Holidays has purchased thousands of dollars worth of day tour tickets in London as part of a partnership with Evan Evans Tours.

As a result, wholesalers and day tour resellers can obtain access to the products at up to 40% off the standard retail price.

All tour products depart from London's Victoria Station, with hotel pick-up available within a selected radius.

above jumping for joy on the world famous Whitehaven Beach.

A second group consisting of specialists in the MICE field was also hosted as a follow-up famil.

Happiness in the air

UNBIASED "happiness data" has been integrated into airfare shopping on many of the Expedia Group's global websites as part of a partnership with Routehappy.

The data sees a flight score applied to every air service operating worldwide based on feedback left by passengers across hundreds of review websites.

Data measured includes the aircraft itself, seat, amenities, trip duration, food served and ratings, all meshed together to generate a definitive "Flight Score".

Most of Expedia's websites around the world now feature the scores, along with Lastminute platforms in Australia and NZ.

Expedia senior vice president global tour and transport Greg Schulze said the flight scores and partnership with Routehappy will assist travellers to be informed when buying air travel - for more info, see www.routehappy.com.



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or call **02 8268 2701**

Final US flights 16 Oct

AMERICAN Airlines Group will take the final step in fully integrating US Airways with itself on 17 Oct when the reservations systems of both carriers merge and the US website disappears.

The move will bring the curtain down on the US Airways brand, with the final two services to offer a US Airways flight number now scheduled for 16 Oct.

Flights booked under US codes from 17 Oct onwards will move to AA reservation numbers, with pax emailed their new confirmations.

The final two services will be a San Francisco to Philadelphia flight departing 16 Oct and a Phoenix to Denver service, both taking to the sky at 9:55pm.

American Airlines has recruited 1,300 res agents and 600 airport staff to ensure a smooth change.

Monday 13th July 2015

Scamwatch launches

MONTHLY updates with latest data on current scams targeting Aussie consumers will be loaded on a new ACCC Scamwatch website launching from today.

The Australian Consumer and Competition Commission said in the first six months of 2015, over \$45 million has been reported lost to scammers, with over 45,000 formal complaints made.

ACCC acting chair Delia Rickard said the portal will offer details on how to identify a potential scam and common tricks which can catch people off guard.



Sales & Marketing Manager, Australia

Position Based: Sydney, Australia
Responsible For: 8 Direct Reports
Employment Conditions: 5 Year Fixed Term Contract

Reporting to the General Manager, SW Pacific, the Sales & Marketing Manager (Australia) role is a strategic function that must reconcile broad market and industry business intelligence with annual Sales & Marketing objectives and the revenue efforts of five external Business Development teams, Sales Planning/Pricing, Direct Sales team and Marketing team.

Apart from providing strategic leadership from an internal perspective, this role must also cultivate relationships across the business (including external relationships). Therefore it is critical to ensure that the business objectives from global, regional and local perspectives are clearly understood, interpreted and reconciled before being communicated to the relevant parties.

All strategic decisions relating to the Sales and Marketing effort are the responsibility of this role. Therefore the ultimate outcome must be to not only facilitate the achievement of top line revenue performance and market share objectives but to do so within the cost parameters.

Qualifications and Experience required:

- Minimum 10 years in a senior management sales and/or marketing role
- Must possess high level analytical skills
- Impassioned advocate of strategic planning and innovative thinking
- Ability to build constructive and effective relationships with a broad and diverse group of business partners
- Proven success in leadership, people management and development, mentoring and team building skills, and change management
- Proven record of producing results and consistently meeting or exceeding business goals.
- Understanding of local environment and appreciation of the related sales channels would be an advantage
- Tertiary qualifications in business or related discipline
- Airline or related industry experience would be an advantage
- Comfortable to work in a multi-cultural environment
- Proven aptitude in multitasking
- Willingness to travel

Applications for this position close on Tuesday 28 July 2015.

Interested applicants who can demonstrate the above qualifications and experiences should send their CV and covering letter to:

Manager, People Department Australia; Lynn Schey
lynn_schey@cathaypacific.com and
Advisor, People Department Australia; Angela Borst
angela_borst@cathaypacific.com

Applicants must have the right to live and work in Australia.



SCENIC^o
LUXURY CRUISES & TOURS

Terms and conditions

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

9. What is the highlight of day 12 on the Wondrous Europe cruise?

Need a hint? [CLICK HERE.](#)

BW opens in Qatar

BEST Western Int'l has added a new country to its global map, with the first property in Qatar opening its doors this month.

The Best Western Plus Doha in the group's ninth property in the Middle East, with 12 more in various stages of construction.

Located 1km from the Museum of Islamic Art, the property offers 227 guest rooms and 187 suites, dining outlets, gym & SENSE Spa.

Delta invests in GOL

DELTA Air Lines has extended its commercial cooperation pact with GOL Linhas Aereas Inteligentes, deepening ties with the Latin American carrier.

The SkyTeam founding member is injecting US\$56 million in newly issued preferred shares of GOL.

Delta also will guarantee a term loan to be entered into by GOL with third party lenders of up to US\$300 million, GOL said.

US Knowledge Forum

AGENTS have been given an extra week to post responses in the Brand USA Knowledge Forum incentive, with the deadline now set for this Sun 19 Jul.

A prize of an Apple Watch is up for grabs to the user who receives the most votes for an answer to a posted question on the knowledge sharing portal.

Launched as part of the USA Discovery Program, the forum allows users seeking first-hand advice from fellow travel agents to post a question and watch as the industry's expertise helps out.

Agents taking part by answering questions are rewarded with a 'star member' status if their response is voted by peers as being the most helpful or correct.

"We've seen a lot of engagement so far on the Knowledge Forum... but agents need to remember to vote for the answers they find the most helpful," Brand USA director Australia & NZ Oliver Philpot said.

Sunsuri in HRA ranks

HOTEL Representation Australia has signed Sunsuri Phuket to its portfolio of properties marketed in the Australia/NZ landscape.

The resort is located close to Nam Hai Beach in the south-west of Phuket and features 132 rooms, suites and pool villas.

Sweet Potato Mama

INTREPID Travel's day touring arm Urban Adventures has added a new food-themed tour in Taipei themed around sweet potatoes.

The two-hour Sweet Potato Mama Project is priced at US\$49 and shows guests the history of the delicacy and allows guests to learn how to cook and serve a traditional sweet potato dish.

Free city stay in Asia

INSIDER Journeys is offering a free Asia City Stay as part of all Small Group Journeys booked by 31 Jul for travel by end of 2015.

Eligible itineraries include the 10-day 'Highlights of Japan' and the 15-day 'Sri Lanka Discovery', each with no more than 16 pax.

Travel Daily
First with the news

Monday 13th July 2015

Capella Unique Lodge

BAILLIE Lodges has welcomed the addition of Capella Lodge on Lord Howe Island into the National Geographic Unique Lodges of the World portfolio, which now features 38 members.

The high-end lodge collection was launched in Jan with 24 founding members including fellow Baillie members Southern Ocean Lodge and Longitude 131°.

A special exclusive experience is now available at Capella Lodge for guests booking with Nat Geo.

AFL Rd 15 Winner



Sponsored by:



CONGRATULATIONS

Daniel Sargent

from *Flight Centre*

Daniel is the top point scorer for Round 15 of *Travel Daily's* AFL industry footy tipping competition. Daniel has won a gift pack and Lonely Planet guide from Tourism Ireland.



Major Prize:

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



helloworld – Lane Cove
Now hiring

We require the services of a senior Travel Sales Consultant to join our vibrant team.

You would be working in Australia's most awarded retail travel agency. The remuneration package is most attractive and well above the industry average.

You need to be highly motivated, and possess relevant industry qualifications as well as at least 3 years front line office sales experience.

All enquiries will be treated with the strictest confidence and should be directed to: **Debbi Ashes: 0419 418666** or Email: debbi.ashes@gmail.com

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

STEP UP THE LADDER

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.

NOT TO BE MISSED ROLE!

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.

ROLE WITH A DIFFERENCE

AREA MANAGER – 12 MONTHS CONTRACT
SYDNEY – \$80K + UNCAPPED BONUS

Are you looking for a role that offers diversity and a new challenge? We are looking for an experienced Area Manager for a domestic travel company to lead from the front and be responsible for their Sydney operations. If you are adaptable to change and have the skills to manage and mentor your team, promote new products and be motivated to drive sales, this could be the move that you have been waiting for. Show your passion for the industry and apply today!

IMMEDIATE NEED – CORPORATE SALES

CORPORATE BDM
PERTH – GUARANTEED SALARY \$75K+ (OTE)

Continuously seeing growth in their corporate travel arm, this global travel company is seeking a motivated business development manager with account management experience to join their progressive team. You will identify and secure new SME business through proactive sales activity and create, develop and maintain strong relationships. This is your chance to showcase your skills and move to a leading travel company.

MANAGING KEY ACCOUNTS

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.

LEAD FROM THE FRONT

GENERAL MANAGER - HOTELS
SYDNEY - \$125K++ PACKAGE

An exciting new role GM position for a boutique hotel in Sydney CBD, responsible for the day to day operations of the hotel. We are looking for a true hotel professional specialised in leading and managing people, able to deliver excellent customer service for a memorable stay for their guests. You will need to have experience in executing strategies for cost effective financial performance and profitability for hotels. Attractive remuneration package!

BE RESPONSIBLE FOR YOUR STATE

BUSINESS DEVELOPMENT MANAGER
SYDNEY – PACKAGES FROM \$60K + CAR + PHONE

This unique tour operator offers bespoke group travel to a specific market. You will establish, maintain and grow relationships in a targeted market. The role requires travel around NSW, so you'll be flexible and you will need to be confident in delivering information and speaking in front of people. If you love life on the road and you are looking for a business development role with a difference, then this role will offer you this and much more.

FINAL DAYS

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.

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Working in partnership with the Australian Travel Industry

Leisure Travel Consultant

Brisbane, \$45-55K + Commission, Ref: 4574S21

Experienced Travel Consultant is required for a busy agency in Brisbane's north side with walk in's and fantastic client retention. A high base is on offer with great opportunities to really build a strong client base for yourself and earn top dollars with an uncapped commission structure. The ideal candidate will have solid working GDS knowledge, preferably Galileo and availability to work rotational Saturdays with a day off in lieu. Company will also provide free parking on site.

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

Leisure Travel Team Leader

Sydney, \$65-75K + Incentives, Ref: 1801S12

I have a fantastic opportunity to work within a leading travel company as their Team Leader. This small team of experienced consultants are looking for a motivated & proactive leader. You will ideally have excellent experience in people and sales management as well as a passion for travel & cruise. This is a hands on role, you will enjoy the diversity of reservations & leading a professional team. Be rewarded well with a great salary, plus bonuses, modern offices & a central location.

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

Leisure Travel Consultant

Melbourne, \$Attractive Package, Ref: 2743KF1

A rare vacancy to join a great travel team in South East Melbourne. Fantastic opportunity for an experienced Travel Consultant with at least 2-3 years experience in a similar role, looking to expand on their knowledge and grow their career with this well respected company. You will be part of a fun and dynamic office, working with both domestic and international product with an established repeat clientele. You will have solid GDS experience (Galileo preferred) and love hitting sales targets!

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

Senior Travel Consultant

Perth, \$55-60k, Ref: 1788DV5

I have a fantastic new opening for an experienced savvy Travel Consultant in the Perth area! If you are passionate about the travel industry and you are driven by sales then this role could be your ideal chance to move into a new role and challenge within the industry! This role isn't just another travel consultant opening, this is the chance to work for a company that specialises in high-end leisure, offers a stable rewarding environment and the chance to progress your career further!

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

Wholesale Travel Consultant

Brisbane, \$Competitive + Super, Ref: 1254S24

Are you sick of face to face consulting and would like to work behind the scenes? Do you have good time management skills and fantastic attention to detail? If this sounds like you, then apply now for this great position within the international department. You will be in a supportive working environment with regular opportunity to attend educational trips around the world! Min 2 years experience in either leisure or wholesale required and a great attitude and drive to succeed.

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

Sales & Operations Manager | NSW

Sydney, Up to \$80K + Bonuses, Ref: 1815MB1

You will be working for a multi national company with locations across Sydney in picturesque locations around our best landmarks. You will be very experienced with People and Change Management. Reporting directly to the General Manager, you will be well versed within the travel industry within Operations and Sales Management. This contract role is an excellent opportunity to grow on your current experience and skillset; you will be very well remunerated for your dedication and hard work.

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

Corporate Travel Consultant

Melbourne, OTE \$60K, Ref: 3212MD1

Tired of normal day to day routine? Do you have solid retail travel agency experience and would like to work for a leading Corporate Travel company? This Melbourne based TMC is seeking an experienced international travel consultant. Mon-Fri hours and fantastic team environment! This is a varied and exciting role with a fantastic client. If you are driven by success and love working within the travel industry, delivering outstanding customer service, this is the role for you! Immediate start!

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

Corporate Consultant

Adelaide, \$55k, Ref: 1768DV6

My client is looking for a high-achieving Travel Consultant to become part of their successful team! This is an outstanding opportunity to work in a supportive team environment, work on sought-after lucrative products and be surrounded by fellow experienced consultants! The lucky Travel Consultant will need to have excellent experience within the travel industry and have experience with corporate clientele! You will be able to work in a fab environment and be rewarded for your endeavours!

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



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