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# Travel Daily

First with the news

Monday 1st June 2015

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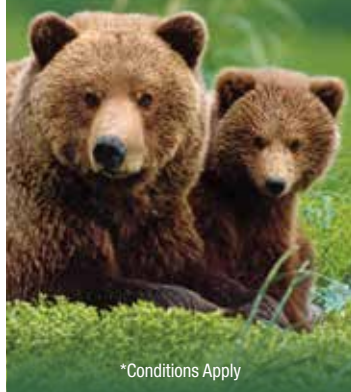
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## Flight Centre AirAsia deal

AIRASIA today cemented a new commercial agreement with Flight Centre, the deal being the low-cost carrier's first with an Australian travel agency group.

AirAsia X acting ceo Benjamin Ismail told **TD** it's a "major step forward in this market," and will see Flight Centre and AirAsia work together proactively to promote the carrier's fares and "create new and unique offerings for customers".

Flight Centre consultants will gain full access to AirAsia inventory including special sales fares being released today, with the content including ancillaries available via the Travelport GDS.

Flight Centre Australia exec gm Melanie Waters-Ryan said FC looks forward to closer cooperation with the AirAsia team, with the deal to deliver "tangible benefits to both companies".

She said the pact reinforces FLT's commitment to working with all major airlines in Australia to "offer the widest choice of airfares to the travelling public".

Ismail said key differentiators for AirAsia were the connections from its long-haul flights from Sydney, Melbourne, Perth and the Gold Coast via Kuala Lumpur to more than 80 destinations on the AirAsia short-haul network.

"The most important thing for us is to get visibility in the system," Ismail said.

He said AirAsia X had reduced capacity into Australia after a "tough year," but expects the Flight Centre distribution to boost demand, potentially allowing double-daily flights into Sydney, Melbourne and Perth by the end of the year.

### Today's issue of TD

**Travel Daily** today has eight pages of news and photos, including a front cover page for **Virgin Australia/Etihad Airways**, plus full pages: (click):

- AA Appointments jobs
- Travel Trade Recruitment

### Fly high with VA/EY

**VIRGIN** Australia and Etihad are highlighting the comprehensive business class service on their joint flights from Australia to Europe - see the **cover page**.

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First with the news

Monday 1st June 2015

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## Intrepid Nepal profits

**INTREPID** Travel expects to raise about \$1 million for earthquake victims in Nepal, with 100% of profits from Nepal bookings until May 2016 directed to the company's relief appeal.

Money raised will support projects on the ground conducted by The Intrepid Foundation, a non-profit arm which distributes funds to a range of local charities.

Intrepid co-founder Darrell Wade will visit Nepal this month to meet with staff in Kathmandu as well as aid organisations to identify projects most in need of support from the campaign.

The company hopes that by giving its Nepal profits to charity, travellers will be encouraged to return to the destination.

"It means that every traveller, every trekker, every person that visits Nepal this year will be directly contributing to the rebuilding effort," said managing director James Thornton.

## ATAS help hits the road

**TRAVEL** agents across Australia will be able to learn more about the ATAS accreditation program and seek assistance with their ATAS applications as part of a new roadtrip initiative by AFTA setting off beginning today in Victoria.

Sponsored by Avis and driven by AFTA general manager Gary O'Riordan, the effort will run for the month of Jun and involve a number of face-to-face meetings

and local assistance workshops.

Agents can follow the progress of the drive and communicate with AFTA on social media via its Twitter handle @AFTAOOfficial.

As part of the nationwide program, O'Riordan will also be promoting the benefits of being an ATAS accredited agent.

"We are keen to hear from members and seek their views on industry issues and at the same time discuss how to get the most out of their ATAS accreditation.

## Triple Aquire points

**QANTAS** is offering triple points in its SME-focused Aquire loyalty scheme for clients who book and fly on Qantas Domestic Flex Fares before 30 Jun 2015.

In addition, every member account credited with Aquire points from now until 31 Jul will go into a draw to win one of five prizes of 100,000 Aquire points and a 12-month Qantas Club membership.

## Cool new comp in TD

**AMAZING** agent competitions continue this month, with **Travel Daily**, Club Med and Air France offering a chance to win a trip to win an ski holiday to France.

The prize includes return flights with Air France and seven nights in a Club Med all-inclusive resort.

See **page eight** for more details.

## CZ expands SYD A380

**CHINA** Southern is set to extend the deployment of its flagship A380 aircraft on the Sydney-Guangzhou route during the Northern Winter scheduling period, with GDS displays now showing the superjumbo flying on one of the airline's double daily SYD-CAN flights from 25 Oct 15 right through to 26 Mar 16.

Previously, schedules only showed the A380 on the Sydney route from 04 Dec-29 Feb, with the second daily Sydney flight utilising an A330-300.

GDS also shows a fifth weekly Boeing 787 Perth-Guangzhou flight from 25 Oct, while China Southern's daily Brisbane services will operate using a two class A330-200 with no First Class.

Melbourne-Guangzhou will continue as a double daily A330-300 operation, while the airline's Auckland flights will also operate 14 times a week, with a 777 and an A330 service each day.



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# Travel Daily

First with the news

Monday 1st June 2015



## The Residence lands in Oz

A **TRADITIONAL** water cannon salute will tonight greet Etihad Airways' A380 superjumbo as it touches down at Sydney Airport for the first time, opening up a suite of new product to Australia.

Touching down at 5:55pm AEST tonight will be 'The Residence by Etihad', the carrier's new ultra high-end three room suite which offers a separate bedroom with ensuite and lounge room, capped

off with private butler service.

The aircraft is painted in Etihad's new 'Facets of Abu Dhabi' livery, first unveiled with the new jumbo and Boeing 787 *Dreamliner* late last year (**TD** 19 Dec).

'The Residence by Etihad' will feature on one of EY's two daily flights from Sydney to Abu Dhabi, with the second upgraded from an Airbus A340-600 to the larger 777-300ER four times each week.

Etihad Airways ceo James Hogan said guests from Sydney will now enjoy "a superior level of luxury, comfort, service, and inflight technology that will totally transform their flying experience".

Hogan's comments were echoed by Sydney Airport ceo Kerrie Mather, who added SYD was proud to be one of two cities to offer Etihad's new A380 service.

"The upgrade will bolster Sydney Airport's status as the leading airport globally for next-generation aircraft," Mather said.

## EK sponsors FA Cup

**EMIRATES** has tightened its global grip on world football, this morning confirming a new three year sponsorship deal for England's prestigious FA Cup.

The tournament will be known as The Emirates FA Cup from next season through until 2017/2018.

Emirates is the first ever "title sponsor" of the FA Cup, with EK president Tim Clark saying "we look forward to a long-term partnership to support and connect fans to their teams both here in the UK and across the world".

The next season of the FA Cup, estimated to have a global audience of over 1.1 billion, kicks off on 15 Aug, with the final taking place at Wembley Stadium on Sat 21 May 2016.

Other EK soccer sponsorships around the globe include AC Milan, Real Madrid, Olympiacos FC, Hamburger FC, Benfica, Paris Saint-Germain and Arsenal.



## Window Seat

**TWO** Virgin Atlantic flight attendants have been arrested in India under charges that they were wearing too much bling.

No, it wasn't the fashion police who made the accusation, but rather customs officials, who claim the pair were attempting to smuggle about \$200,000 worth of gold into the country on a VS London to Delhi flight.

Officers alleged that the crew were wearing some of the gold jewellery during the journey, with gold ingots also found stuffed into their carry-on bags.

Smuggling of gold into India has surged after the government imposed a 10% duty on the precious metal.

Other recent interceptions include some nuggets which were hidden inside a dead cow.

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Monday 1st June 2015

## Travel Daily on location in Orlando

Today's issue of *TD* is coming to you from the Hilton Orlando, courtesy of the US Travel Association and Brand USA

**TRAVEL Daily** has ventured south of the Canadian border for the start of America's annual travel & trade show, IPW 2015.

Over 6,000 delegates from 70+ countries are here in Orlando for the show, being held at the Orlando Convention Centre.

Over the next few days, exhibitors from Alabama to Zion and everywhere in between will update buyers from international markets on their latest news & developments, nutting out new partnerships and business ties.

Orlando is widely regarded as the USA's capital of family fun, home to a plethora of entertainment and amusement parks including the brand new I-Drive 360 precinct.

Located on International Drive, the new attraction opened two weeks ago and features a 400ft tall Orlando Eye observation wheel, as well as Florida's first Madame Tussauds and SEA LIFE Aquarium (*TD* 10 Apr).

After the opening ceremony to IPW 2015 at I-Drive, delegates today were dispatched on famils to locations such as Universal Studios, Cape Canaveral, while *TD* ventured to Legoland Florida. [CLICK HERE](#) for photos.

## Accolades for Aussies

A **HANDFUL** of Australian travel companies have been recognised in the US for their contributions to the inbound travel industry.

Revealed this week at the 2015 IPW annual travel show in Florida, the tour operators & wholesalers were hailed by US Travel & Brand USA through the recent return of the Chairman's Circle Honours.

Nominations were submitted by US Travel Association's Chairman Circle members.

Among more than 50 honorees were Australia's own Adventure World, Creative Holidays, Evergreen Tours, Flight Centre Travel Group & Infinity Holidays.

House of Travel was the sole New Zealand travel company to receive an honour in 2015.

## Edmonton-Jasper trip

**BREWSTER** Travel Service has announced the launch of a new excursion that takes in the sights between Jasper & Edmonton.

The Mountain Escape operation can be packaged in a multitude of ways from either a day trip, east or westbound, or built into an extended multi-night package through to Vancouver.

Ex Edmonton as a day tour, the itinerary can be sold with either a city tour or West Edmonton Mall shopping experience.

From Jasper, the excursion visits the Icefields Parkway, with stops at the Glacier Skywalk and Athabasca Glacier - all the details at [brewster.ca/MountainEscape](http://brewster.ca/MountainEscape).



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**PONANT**

## Global brand promo for Orlando



**OFFICIALS** at Orlando's tourism organisation Visit Orlando have revealed plans to launch a new global campaign to encourage even more tourists to the city.

Already one of the busiest cities in the world, Orlando last year became the first US city to surpass the 60m visitor mark annually, welcoming 62m domestic and international visitors (*TD* 10 Apr).

Visit Orlando president and ceo George Aguel revealed overnight at IPW 2015 a new consumer campaign will provide a platform for millions of photo and video

stories about what to expect out of the city, to be shared with audiences globally using the hashtag #myorlandostory.

A special website has been rolled out at [orlandostories.com](http://orlandostories.com) that will serve as a hub to share "unforgettable experiences," that aims to entice potential visitors to the tourist mecca of Florida.

Aguel is **pictured** right with (from left) Adrian Jones, Merlin Entertainments; Peter Kacheris, Visit Orlando; Roger Dow, US Travel Association and Teresa Jacobs, Orange County Mayor.



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## Escape agents explore Norfolk



**COUNTRY** music stars James Blundell, Anne Kirkpatrick and Tori Darke performed for a crowd of cheering fans on Norfolk Island recently, which included this group of Escape Travel agents enjoying a educational visit.

Hosted by Norfolk Island Tourism in conjunction with Air New Zealand and Omniche Holidays, the 35sqkm island showed off its array of food, wine and activity experiences over a fun weekend.

The famil concluded with a visit to the Norfolk Island Country Music Festival, which had the

## Winter officially starts

**SKI** operators in the Australian Alps are welcoming the start of winter which has come with some resorts receiving as much as 30cm of snow in the last 24 hours

## Stronger regions fund

**TWELVE** tourism development projects have been approved to receive federal government funding in Round One of the National Stronger Regions Fund.

Minister responsible for tourism Andrew Robb said the projects in Vic, WA and Tas were among 51 given the green light for a share in \$66 million via the scheme.

Approved projects include a new runway at Bendigo Airport, a 144km multi-day walking trail in the Grampians National Park, rail trail from Launceston-Scottsdale and an Aboriginal Environmental Centre in Western Australia.

"These projects are vital for job opportunities and broader economic benefits that flow through to the wider community," Minister Robb commented.

## Cook Islands air deals

**FARES** starting from \$294 one way, seat only are available on Air New Zealand's direct services from Sydney to Rarotonga as part of a new Cook Islands promo.

The 'Escape the Winter Blues' fare from Cook Islands Tourism is on sale until 09 Jun, valid to travel 08 Aug-18 Sep, 10 Oct-11 Dec and 23 Jan to 25 Mar 2016.

## Oman agent training

**ACCESS** to an upcoming mega-famil trip to Oman, distribution of qualified leads & preferred agent status are among the benefits on offer to agents completing the Sultanate of Oman online training, Oman Tourism has said.

The organisation said final details of the famil are yet to be confirmed but will be for a scheduled departure in Oct.

Country manager Mona Tannou said preferred agents will also have access to long-term benefits.

**CLICK HERE** for more details.



## Win a family pass to Inside Out

This week, **Travel Daily** and **Disney Destinations Australia** are giving away 4 family passes each day to the latest Disney Pixar movie "Inside Out", in cinemas June 18.



The **Disneyland Resort** in California has started celebrating its Diamond Celebration where Guests of every age can salute 60 years of Disney magic with dazzling entertainment and sparkling surprises. There's nothing like a Disney celebration—and there's no better place on the planet to celebrate than at The Happiest Place on Earth! For more information visit **DisneyTravelAgents.com.au**

To win, be one of the first four to answer the following question correctly. Send your answer to **insideout@traveldaily.com.au**

Name 1 of the 3 new nighttime spectaculars that debuted at the **Disneyland Resort** for its Diamond Celebrations.



## MC global affiliate

**JAPANESE** snow resort Hakuba Valley has been named as the newest Global Affiliate in the Mountain Collective portfolio of ski resorts.

The addition sees holders of the Mountain Collective passes able to access two free days of skiing at Hakuba in the 15/16 season.

Pass holders also have access to 20 resorts worldwide including Thredbo, its only Aussie member.

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## CONGRATULATIONS

**Philip Alcorn**

from *Queensland Rail Travel*

Philip is the top point scorer for Round 16 of *Travel Daily's Super XV* Rugby industry footy tipping competition. Philip has won a gift pack from Emirates.

## Major Prize:

Two return Economy Class airfares to Dubai with Emirates

## Rail history to Berlin

**ICONIC** rail journey Venice Simplon-Orient Express will operate on a new route from London to Berlin next year. The inaugural departure on the historic 1920s post-war glamour rail experience leaves London on Thu 02 Jun, travelling via Paris.

## Free Dreamworld tkt

**PARADISE** Resort Gold Coast has joined Dreamworld to release a new Stay & Play offer in line with the opening later this month of ABC Kids World (**TD** 12 May).

Priced from \$1,045 per room, the package includes five nights accom, a seven-day Family Pass to Dreamworld, WhiteWater World and Skypoint, daily breakfast and unlimited Zone 4 Kids use & more.

On sale for a limited time, it is valid for travel until 11 Dec 2016, with a surcharge applicable for stays during select peak seasons.

## Sheraton to Myanmar

**STARWOOD** will increase its footprint in Asia, announcing late last week plans to enter Myanmar with its flagship Sheraton brand.

Contracts have been exchanged for the Sheraton Yangon, a newbuild due to open in 2017 and offering 375 rooms, a Shine Spa, three restaurants, fitness centre, swimming pool and more.

The new signing increases the Starwood portfolio in Asia Pacific to 73 hotels in 37 countries.

## Ambassador Cousteau

**ENVIRONMENT** activist and filmmaker Céline Cousteau has been named the first Ambassador of The Travel Corporation's Treadright Foundation initiative.

The role will see Cousteau work as part of Treadright Foundation activities, expanding on her role with Contiki Cares and Treadright Steering Committee member.

Projects currently on the go include a Wildlife Initiative aimed at stopping rhino poaching.

## Four Points in Russia

**STARWOOD** Hotels & Resorts has opened the 174-room Four Points by Sheraton Kaluga, marking the four-star brand's debut property in Russia.

## Stars enjoy pre-Origin KPT party



**LEGENDS** of rugby league joined TV celebrities and the team from Keith Prowse Travel at a special function held ahead of the opening State of Origin match in Sydney last week.

For the die-hard Blues fans in the room - of which there were plenty - the result ended up not being quite to their satisfaction.

A late field goal from Cooper Cronk of Queensland was enough to sink the NSW Blues in the first

of the best-of-three, with Game Two in Melbourne on 17 Jun.

Keith Prowse Travel has an extensive range of packages on sale for fans keen to venture north of the border to cheer on their state team for Game Three in Brisbane on 08 Jul - for details, see [www.kpt.com.au](http://www.kpt.com.au).

**Pictured** above from left is the KPT team of Simone, Ben, Rose, Sandrine & Jason with The Block host Scotty Cam.



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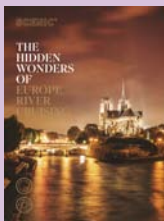
The role would suit someone who is currently in a commercial role, selling software solutions/services into the Australia & New Zealand market place in the Travel Industry. Knowledge and understanding of the TMC market within Australia & New Zealand will be key to succeed in this role.

For a full copy of the Position Description, please email [sandrab@sabrepacific.com.au](mailto:sandrab@sabrepacific.com.au). Closing dates for applications Friday 12th June. Please note, only successful applicants will be contacted.



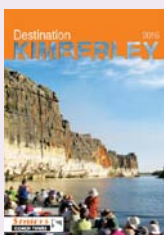
## Brochures

**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](mailto:brochures@traveldaily.com.au).



### Scenic - Europe River Cruising 2016

Kicking off the touring company's new brand is its river cruising guide to Europe for 2016. Headlining the season is the introduction of Portugal as the newest destination on the Scenic map, operated by *Scenic Azure* - one of two brand new Space Ships alongside *Scenic Amber*. The guide features extensive detail on the ships and their onboard feature as well as new tours including the eight-day Iconic Danube from Passau to Budapest.



### Seniors Coach Tours - Destination Kimberley 2016

Now on agency shelves is the latest guide to Northern Australia from Seniors Coach Tours. Packaging up the best of the region into one price, the guide details package inclusions such as return airfares, accom, coach transport, all breakfasts and dinners, admission to parks and attractions and two-person crew. Three itineraries are on offer ranging from 8-14 days, with guests visiting many popular highlights of the region.



### Creative Holidays - USA 2015/16

An expanded Deep South section opens up the region growing in popularity among Australian travellers, with new hotels, sightseeing options, suggested itineraries and road trip options. New hotels have been added across the country including The Delano, newly reopened The Cromwell and Vdara Las Vegas. New day tours include the TMZ Hollywood Tour in Los Angeles.



### Travelmarvel - South America 2015/16

A new Peru itinerary, small ship Galapagos cruising and a rail extension in Ecuador are among the highlights in Travelmarvel's new guide to South America. Twelve tours in total are on offer including the new 11-day Iconic Wonders of Peru, priced from \$4,295ppts. Chilean fjord cruising has also been extended, with departures on Holland America Line's *MS Zaandam*. A range of early booking and fly free incentives complement the range.



### Infinity Holidays - Philippines 2015

Brand new for Infinity Holidays as a standalone guide, the Southeast Asian destination delivers plenty in the way of exciting content both in the capital Manila and over 7,100 outer islands. Guests can explore rainforests, lie on white sandy beaches and mingle with locals. The brief 16-page guide features plenty of new product including six new hotels and resorts, two new tours including a dinner show in Manila and dolphin watching in Cebu City.

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## OS Manchester bound

**AUSTRIAN** Airlines will begin daily flights between Vienna and Manchester from 10 Sep, with a single daily return service to be flown by Fokker 70/100 aircraft.

## Dubai innovating with STA

**GROWING** demand from young Australians seeking an authentic cultural exchange has led Dubai Tourism to sign a new partnership with STA Travel to promote the emirate as a travel destination.

Dubai has seen an explosion in arrivals from student, youth and budget travellers craving more than a stopover in the region.

The emirate welcomed 13.2 million visitors last year, a spike of 8.2% year-on-year.

The pact has spurred the launch of the inaugural Dubai Tourism Innovation Award, announced at the recent Arabian Nights themed STA Travel Annual Awards gala.

Under the incentive, one STA agent will be rewarded with a trip to Dubai to enjoy a buffet of tourism experiences on offer.

STA product training and marketing director Andrea Robinson said the new award will help agents think of travel to Dubai in a new light.

"No longer do Aussies consider

## Topdeck mini US brox

**YOUTH** tour operator Topdeck has today released a "bite sized" mini brochure featuring six USA trips to be released for next year.

Itineraries in the A5 size guide include New York City, Route 66 road-tripping and exploring the majestic Grand Canyon, the most popular tour being the 13-day Stars and Stripes Adventure.

Prices in the guide are set at 2015 rates, with pax able to avoid the 2016 levels by booking and paying in full before 17 Jul.

**Travel Daily**  
First with the news

Monday 1st June 2015

## AFL Rd 9 Winner



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## CONGRATULATIONS

**Alana Kershaw**  
from *Scenic Tours*

Alana is the top point scorer for Round 9 of *Travel Daily's* AFL industry footy tipping competition. Alana has won a double pass to Taronga Zoo.



## Major Prize:

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

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## DHS preclearance

**THE** US Dept of Homeland Security has announced plans to expand its "preclearance" operations to ten foreign airports.

Preclearance allows travellers to undergo immigration, customs and agriculture inspection by US Customs and Border Protection officers before boarding a direct flight to the USA, expediting entry into the country upon arrival.

Negotiations are underway with Belgium, Japan, the Netherlands, Norway, Spain, Sweden, Turkey, the Dominican Republic & the UK.

In the UK, pre-clearance is proposed for both London Heathrow and Manchester flights.

As well as boosting security, pre-clearance is a key part of US efforts to support the nation's travel and tourism industry.

Preclearance is currently offered at Dublin and Shannon in Ireland; Aruba, Freeport and Nassau in the Bahamas; Bermuda; Calgary, Toronto, Edmonton, Halifax, Montreal, Ottawa, Vancouver and Winnipeg in Canada, and Abu Dhabi in the UAE.

## Jan ABS stats out

**THE** Australian Bureau of Statistics today released the formal Overseas Arrivals and Departures figures for Jan.

The ABS is continuing to play catch-up with the figures, due to last year's passenger card processing issues (**TD** 10 Dec).

New Zealand was the leading source market in Jan with 81,700 passengers, followed by China at 73,700 which was just ahead of the UK with 70,400 tourists.

India was the fastest growing source of inbound tourists, up 19.3%, while China was up 12.6% and Korea grew 10.1% vs last year.

NZ was also the largest outbound market, with 116,700 Aussies crossing the Tasman, while Indonesia took second spot with 88,400 Australian tourists.

The fastest growing outbound market for Australians was Japan, up 20% year-on-year, India improved 15.8% while travel to the USA spiked 12.8%.

Travel to Thailand declined 9.2% year-on-year, with Vietnam down 10.7% versus Jan 2014.

## Datapi agent deals

**THE** Datapi Langkawi has released new rates for Australian and NZ travel staff, from MYR780 (A\$279) in a Deluxe room valid to 31 Oct - email [sales@ctmarketing.com.au](mailto:sales@ctmarketing.com.au).

## Beard latest Bench Africa Expert

**OVER** 600 agents so far have signed up to boost their knowledge of Africa in the Bench International Safari School since its Oct launch (**TD** 13 Oct).

Bench says more agents are registering for the program every day.

It describes the free course as an "entertaining and educational course" which can be accessed via the Agents Portal on its website.

Graduates of the Safari School are awarded with a framed certificate and email logo signifying their certification in agent signatures, as well as an Africa "bible" to assist with sales.

Among the latest graduates was Stephanie Beard of Flight Centre,



**pictured** above being presented with her qualification as an Africa Expert by Bench International state manager Cameron Neill.

## Seek a new language

**BASIC** skills in speaking, reading and writing 24 foreign languages to assist travellers on holiday are now available through a new partnership between SEEK Learning and Rosetta Stone.

Courses are priced from \$350 and available via online software able to be undertaken anytime on a variety of personal devices.

Live tutoring sessions allow for regular practice and offer both common phrases and more complex sentences and requests.

## Universal Volcano Bay

**UNIVERSAL** Orlando Resort has announced a brand new water theme park experience, with Volcano Bay to join Universal Studios Florida and Islands of Adventure in 2017 as the resort's third fully immersive precinct.

## DL keen on Asia pacts

**DELTA** Air Lines president Ed Bastian says the carrier is keen to expand its presence in Asia via new partnerships and alliances.

Already a partner of Korean Air, Bastian said Delta may first look to expand and strengthen this.

Speaking in France as DL took delivery of its first Airbus aircraft in six years, the DL president added the recent 49% investment in Alitalia by Etihad Airways had caused some frustration with AZ's transatlantic joint venture allies Delta and Air France/KLM.

"Alitalia is still in our partnership and we are going to continue that way," Bastian stressed.

Delta purchased a 49% stake in Virgin Atlantic from Singapore Airlines in 2013 (**TD** 25 Jun 2013).

## Qatar boosts Algiers

**QATAR** Airways has increased capacity on its daily services to Algiers, Algeria, replacing existing 777-300ER flights with an Airbus A340-600, adding 37 extra seats.



## Win a ski trip to France

This month *Travel Daily*, *Club Med* and *Air France* are giving readers the chance to win a ski trip to France. The prize includes:

- Return economy flights to Paris, France with Air France and
- Seven nights at a Club Med Ski Resort in France

To win this great prize, answer every daily question correctly and have the most creative answer to the final question. Send your answers to [clubmedcomp@traveldaily.com.au](mailto:clubmedcomp@traveldaily.com.au)

Name the Club Med snow Resort where you can stay in your own private chalet.

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

### **HERE'S YOUR BIG CHANCE TO STEP UP**

**SALES & PARTNERSHIPS MANAGER  
SYDNEY – SALARY FROM \$90K +**

A unique opportunity in the market to manage a newly established product. Due to continuing growth the role will manage channels throughout Australia & New Zealand. You will be required to implement strategies and develop relationships to increase brand awareness in the market.

You will be required to travel both nationally & internationally with this global brand. Can you own relationships and be the face of this brand? Apply Now!

### **USE YOUR HUNTING SKILLS**

**SALES EXECUTIVE  
MELBOURNE – SALARY PACKAGE TO \$70K**

Bring your business development skills and agency network to a premium brand & be rewarded accordingly. In this well recognised organisation, you will be responsible for researching and identifying sales opportunities, generating leads and building solid relationships with new clients in the leisure market. Use your relationship building skills to secure new business, together with your strong ability to communicate. Join a luxury wholesale company today.

### **MARKET A PREMIUM BRAND**

**MARKETING BRAND CAMPAIGN MANAGER  
SYDNEY - SALARY FROM \$90K + BONUS**

An exciting newly created role for an experienced marketer to make their stamp for a leading travel company. You will be able to execute strategies across all channels, working closely with the marketing & sales team as well as their external media agencies. You will need to be creative and dynamic to work collaboratively with stakeholders. Do you have a minimum of 5 years' experience in a marketing role and looking for a new challenge? This role is for you!

### **FARMERS NEEDED**

**CORPORATE ACCOUNT MANAGER  
SYDNEY – PACKAGES FROM \$85K**

Are you the master at keeping relationships strong? As part of the Key Account Management team you will be responsible for the day to day management of corporate client activity including data analysis, relationship management and resolving any service related issues. You will be able to effectively manage their high volume business and present with excellent communication and interpersonal skills. This corporate TMC has all the tools you need to succeed.

### **BEEN THERE DONE THAT?**

**MARKET DEVELOPMENT EXECUTIVE  
BRISBANE – SALARY OTE \$75K + SUPER**

This global leader is looking for an experienced travel professional to develop their low cost carrier market. A diverse role which will see you analysing data & trends, working with different departments on set up, reconciliation, pricing competitiveness, marketing internally, developing sales, training & best booking practices. 5+ years' experience, analytical, problem solving & relationship building skills required. LCC experience a plus. Great package on offer!

### **STAND OUT FROM THE CROWD!**

**CORPORATE BUSINESS DEVELOPMENT MANAGER  
BRISBANE – SALARY OTE \$80K**

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.

### **JOIN THE WINNERS IN CORPORATE TRAVEL**

**BUSINESS DEVELOPMENT MANAGER  
MELBOURNE – GUARANTEED SALARY \$75K**

Are you experienced in sales and can you hit the ground running? Make your mark securing new business! These fantastic new roles are a great opportunity to get ahead with a market leader. Your experience in sales has given you the skills in developing leads, building relationships and signing up valuable new business. If you are hungry for success and career progression this company will offer you all that and more so apply now!

### **HUNT DOWN YOUR NEXT GREAT ROLE**

**BUSINESS DEVELOPMENT MANAGER  
SYDNEY – PACKAGES FROM \$85K**

If you are an experienced BDM who can find new leads and win new business, this role will suit you. You will establish, maintain and grow commercial relationships through the travel agency channel. The role requires extensive 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 have proven experience in a similar role, please apply now.

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### **Business Development Manager**

**Brisbane, Attractive package, Ref: 1739AW1**

Our client is an award winning global Hospitality Group looking for an experienced Hotel BDM to join their team in Brisbane. You will be a well networked Hotel sales professional with expertise in developing new business opportunities while maintaining existing accounts. You will be responsible for generating revenue within your portfolio of Corporate and PCO clients. Attractive salary package and industry perks are on offer for the right candidate. Interviewing now for an immediate start!

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

### **Corporate Account Manager**

**Sydney. \$DOE + Super, Ref: 1717MB1**

We have a rare new opportunity for an experienced Corporate Travel Account Manager to join this award-winning growing Corporate TMC, this company is a large close knit team with a boutique feel where you will not be treated as just a number in your role. In this company, you will be well rewarded and a valuable employee. This is a strategic Account Management role with a high calibre portfolio of clients. Make the transition to a rewarding career where you will be confident to succeed.

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

### **BDM - Wholesale Travel**

**Melbourne, Up to \$66k, Ref: 1712MD3**

An outstanding Business Development Manager opportunity for a fantastic, well respected and leading touring company specialising in New Zealand! If you have extensive experience as an on the road travel industry BDM/Sales Executive, effective communication and strong presentation skills, on the road and proven track record of sales achievement B2B & you are looking for a new exciting role - APPLY NOW! Excellent Company benefits & excellent remuneration package for the right candidate!

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

### **Business Development Executive SA & NT**

**Adelaide, \$50K, Ref: 1634LB6**

This first class tour operator is currently looking for a highly experienced sales representative, to promote their brand on the road to travel agents around Adelaide. Do you have sales & training experience within the travel industry? Are you often described as a very proactive person? Then this could be the role you have been waiting for!! Excellent benefits are on offer for a travel sales superstar that can effectively foster business relationships. Interviewing now so don't delay!

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

### **Cruise Travel Specialist**

**Southern Sunshine Coast. \$Competitive, Ref: 1686PS1**

Are you a travel consultant with extensive Cruise Product knowledge? Move into a role selling the highest yielding product in the industry! If you have wanted to become a cruise specialist but don't want to lose your other travel knowledge then this could be the role for you! This is a independent high end retail agency who have a strong focus on cruise. If you are able to work harmoniously within a small team environment and have worked successfully to set sales targets, please apply now!

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

### **Multi Skilled Corporate Consultant**

**Sydney CBD, up to \$70k, Ref: 1711SZ1**

A golden opportunity has become available for an experienced Corporate Travel Consultant with great GDS knowledge and strong corporate experience to work for this multi award winning TMC! You will ideally have 4-5 years plus of experience in Corporate Consulting with a great can do attitude. You will be working on Sabre and Tramada but cross-training will be provided for the right candidate. Great office environment and support with high staff retention. Be rewarded for your experience!

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

### **Business Development Manager**

**Melbourne, Competitive Salary, Ref: 1164DV5**

Are you an experienced Business Development Manager on the lookout for a new and rewarding challenge? Do you have a passion for sales and Lead Generation? My client has an opening for an enthusiastic sales focused Business Development Manager to join their successful team! The successful candidate will be acquiring new corporate travel business in accordance to set targets and be a savvy individual who creates successful business by their ability to identify and win new accounts!

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

### **Multi-Skilled Travel Consultant**

**Perth, \$DOE, Ref: 1722LB2**

Rare opportunity to join this leading boutique agency! My client is looking for another skilled consultant to add to the team, ideally with both corporate & leisure knowledge. Those with fares and ticketing a bonus, and knowledge of international destinations including cruise & how to handle corporate accounts will be key. The most important attribute valued here will be your excellent silver service and a proactive approach in your work. Excellent salary on offer for the right person.

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



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