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# Travel Daily

First with the news

Monday 15th June 2015



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## Trafalgar into Myanmar

**TRAFALGAR** is set to become the first mainstream guided holiday operator in Myanmar, with a new program to go on sale in the coming weeks, *Travel Daily* can exclusively reveal.

Myanmar has seen an explosion of tourism in recent years as the former closed country opens up its economy to the world.

The country has seen strong interest in river cruising there, with a plethora of new product and vessels from the likes of APT, Scenic, Pandaw and more.

Trafalgar aims to capitalise on the growth with an 11 day *Secrets of Myanmar* tour which will be part of a new Asia brochure to be released within the next few weeks.

MD Matthew Cameron-Smith told *Travel Daily* Asia had been a

“standout” for the company, with strong demand from both new and repeat clients.

Cameron-Smith said the pioneering move into Myanmar continues Trafalgar’s tradition of innovation.

“It’s the next big thing,” he said, with Trafalgar the first major operator to offer an alternative to river cruising itineraries in Burma.

The new product, which will have a maximum 26 pax group size, will take in Yangon, Bagan, Inle Lake and Mandalay, and in keeping with the rest of its product, Trafalgar will offer an array of “Insider Experiences,” *Be my Guest* dining with a local family and a deep experience of the destination via collaboration with local specialists.

### Today’s issue of TD

*Travel Daily* today has eight pages of news and photos, including a front cover page for **P&O Cruises**, plus full pages from: (click)

- AA Appointments jobs
- Travel Trade Recruitment

### Cunard getting bubbly

**TRAVEL** agents booking a qualifying cruise aboard Cunard’s *Queen Elizabeth*, *Queen Victoria* or *Queen Mary 2* will receive a complimentary bottle of Veuve Clicquot champagne as part of an incentive valid from today until 14 Jul 2015 - see the **cover page**.

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## Dittloff faces music

**RUNAWAY** Ace Travel owner Jordan Dittloff has been granted bail ahead of an 08 Sep committal mention for 36 counts of theft.

Dittloff handed himself in to Vic police late last week after several weeks on the run over missing funds from dozens of customers.

## No passports for Norfolk

**THE** Australian Government has issued a tender for the provision of regular passenger transport and freight airline services to Norfolk Island, Christmas Island & Cocos (Keeling) Islands.

Services are currently operated by Air New Zealand to Norfolk and Virgin Australia to the Indian Ocean territories, under contract until 31 Jul 2016.

The Dept of Infrastructure & Regional Development is seeking to enter into a new contract for an initial term of 5 years, with two 2-year extension options.

Among the objectives for the tenderer are to offer scheduled flights typically on at least a twice weekly basis to each location, with flights to NLK departing from a minimum of one port on the east coast on a non-stop basis.

Another objective is for the contractor to work in sync with tourism bodies and wholesalers to increase aircraft load factors.

Submissions will close on 09 Jul, with the govt saying the new tender contract will commence services from 01 Aug 2016.

Papers filed with AusTender also confirm that effective 01 Jul 2016, Australian citizens will not require passports to travel between the Australian mainland and Norfolk Island, with flights to be deemed as domestic services, however they will continue to depart from international airport terminals.

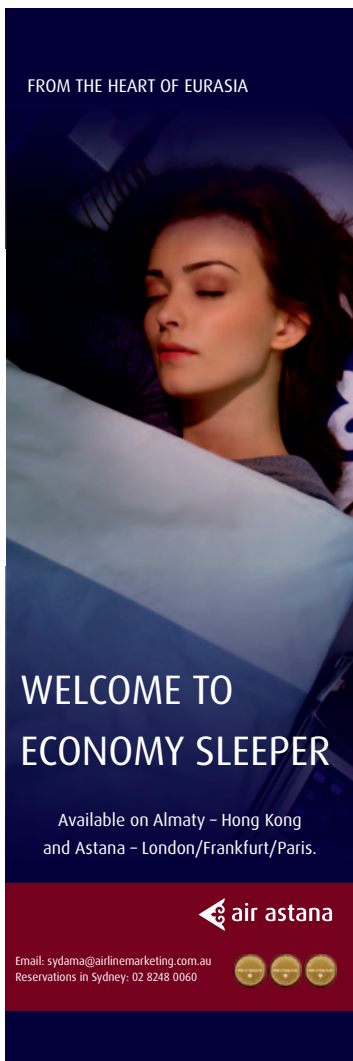
The passing of the Norfolk Island Amendment Act 2015 will further ensure customs arrangements on NLK operate in a similar manner to the current arrangements in the Indian Ocean Territories, the Abbott government added.

**MEANWHILE**, the govt is also seeking a contractor to supply services for the recovery of the Flight Recorders of a Regional Express Westwind 1124A aircraft which ditched off Norfolk Island in bad weather on 18 Nov 2009.

## AA planning DFW/UIO

**QANTAS'** US partner American Airlines has sought regulatory approval to commence new five weekly services between Dallas/Fort Worth and Quito, Ecuador.


AA intends to launch the route from 18 Dec using Airbus A319 aircraft equipped with 128 seats.



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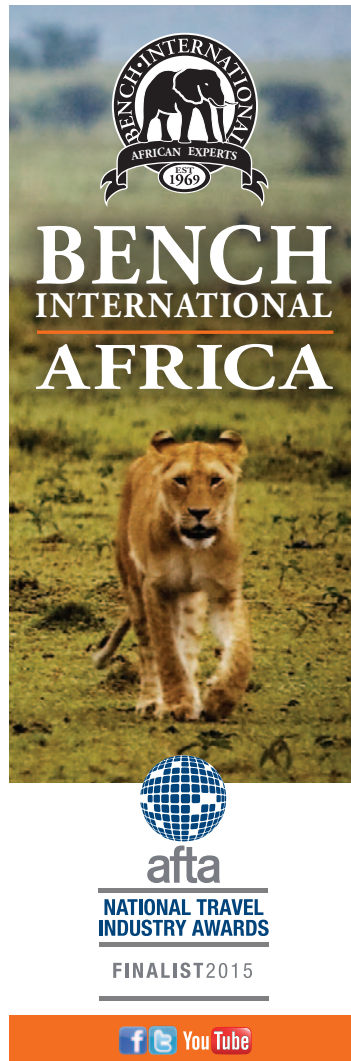
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# Travel Daily

First with the news

Monday 15th June 2015



## Default Insurance on sale

**INTERNATIONAL** Passenger Protection Limited (IPP) has rolled out its Default Insurance Policy (DIP) product to Australia in partnership with Gow-Gates Insurance Brokers.

Available to IATA BSP and CASS agents in Australia, the policy acts as an alternative security bond against insolvency of any declared and agreed IATA agent.

The product itself has been around since the early 1990's and acts as a guarantee to IATA agents without requiring cash or assets to be put up as security.

Australian Federation of Travel Agents chief executive Jayson Westbury welcomed the rollout, labelling the product as "an important part of any provider in the IATA DIP market".

"IPP have been long time supporters of Australian travel agents and this announcement will ensure agents have appropriate access to DIP should it be needed for IATA accreditation".

Gow-Gates Insurance Brokers, which already provides a number of insurance products in Australia, will act as the intermediary for agents keen to be listed on the IATA policy relevant to Australia.

Agents can join by contacting Rebecca Fleming at Gow-Gates at [rfleming@gowgates.com.au](mailto:rfleming@gowgates.com.au) to receive an application form.

Policies are held and renewed by IATA for 12-month periods at a time, with named agents paying a pro-rata premium based on what stage of the year they join.

IATA will contact all agents currently holding a CBL policy regarding the change of provider as their expiry date approaches, and how to apply for renewal.

### Vale Col Williamson

**COLIN** Williamson, former executive director of TMC Synergi Travel Australia, has died aged 72.

Williamson had a long career in the Australian travel industry, including senior roles with Jetset where he was commercial director and also gm of its Retail and Corporate Travel divisions, as well as general manager of Ansett Business Travel.

He was also a judge of the National Travel Industry Awards.

## Game Two 500 tips

**NEW** South Wales will seek to square up the 2015 State of Origin series this week, with Game Two taking place at the MCG in Melbourne on Wed night.

Entries are now open for readers to submit answers in the **TD** State of Origin competition, to be in with a chance to win a night in a King Room at Novotel Sydney Olympic Park, valued at \$465.

Questions for Game Two are:

1: What will be the score margin in Game Two of the 500 Series?

2: Which minute of the game will the first points be scored?

3: Which player will be named Man of the Match for Game Two?

Email your answers by COB Wed to [soocomp@traveldaily.com.au](mailto:soocomp@traveldaily.com.au).

## EY Edinburgh launch

**NEW** daily services linking Abu Dhabi and Edinburgh have been launched by Etihad Airways, the Gulf carrier's first destination in Scotland and third in the UK.

EY is operating dual class Airbus A320-220 aircraft on the route.

**MEANWHILE**, Zurich will become the next destination on the Etihad Airways network to be served by its new 787 Dreamliner, with services to begin 06 Jul.

## Staywell India growth

**AUSSIE** property group Staywell Hospitality has signed its second Park Regis property in India, with the current Holiday Inn Jaipur to be rebranded effective 02 Jul.



## Window Seat

**FOR** as high in the sky as attractions are going these days, glass floors are also all the rage on an increasing basis.

China is currently in the midst of developing what will become the highest glass-bottom bridge, not to mention what is claims will be the longest and most exhilarating as well.

The Zhangjiajie Grand Canyon Glass Bridge will sit 300m above the valley, around 60 metres up on the Grand Canyon's Skywalk.

The 430-metre bridge will be able to hold a staggering 800 people at a time and will also offer the world's highest bungee jump upon its Oct opening.

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**Royal Caribbean INTERNATIONAL**



Today's issue of *TD* is coming to you courtesy of Tourism Fiji, which is hosting the annual Fijian Tourism Expo this week.

**THIS** year's Fijian Tourism Expo is being held at the Denarau Island Convention Centre, and will kick off tonight with several welcome functions hosted by Tourism Fiji, Rosie Holidays, ATS Pacific, TTF and Captain Cook.

The show kicks off in earnest tomorrow, with around 120 exhibitors promoting Fiji's rich variety of tourism product to buyers from across the globe.

Guests are being flown courtesy of Fiji Airways, and a number of new land and activity products are expected to be launched during the event.

## Vale CCC co-founder

**GERALDINE** Haworth, co-founder of Captain Cook Cruises in Sydney, the Great Barrier Reef, Fiji and on the Murray River with her late husband Trevor, has died.

A Requiem Mass for Geraldine will be held at St Mary's Catholic Church in Miller Street, North Sydney at 11am tomorrow.

## Gold standards for bronze family



**DESPITE** an encounter with a rather cantankerous horse at the Malaysian's King's Palace, this group of Travellers Choice agents enjoyed smooth sailing during a recent famil trip to Malaysia.

The annual Bronze Choice Awards winners trip was this year hosted by Malaysia Airlines and Viva! Holidays.

Kuala Lumpur was the first stop, where the group explored the city and indulged in plenty of shopping opportunities.

Next up was Penang, where the agents were treated to High Tea and a tour of the property.

They learned about a famed visit to the property by the Sultan of Brunei, who was visiting to

attend his cousin's wedding.

The eloquent Sultan supposedly spent \$3,000 on chocolates alone during his stay in the \$8,000 per night Presidential Suite, hiding the goodies around the suite.

**Pictured** above in the back row from left is Peter Flynn, Maranoa Travel Centre; Hans Went, Canadian Bay Travel; Richard Van Schouwen, Kawana Waters Travel.

Front row: Bahariah Mahmood, Hastwell Travel & Cruise; Kerry Plummer, Global Village Travel; Jacqui Jurovic, Balnarring Travel & Cruise; Julie-Ann Silvey, Chelsea Cruise & Travel; Lisa Mee, Capricorn Travel; Leith Poad, Travellers Choice and Nicola Strudwick, Qantas/Viva Holidays!

## VA1/VA2 cancellations

**VIRGIN** Australia is offering free overnight accommodation in Brisbane for select passengers affected by its cancellation of two return flights between Los Angeles & Sydney (VA002/VA001) on 24/25 Aug and 10/11 Nov.

Pax with existing bookings on the dates will be re-accommodated on other flights via Brisbane and provided a free domestic flight between Sydney-Brisbane.

Free accom in Brisbane is based on guest transit times of eight hours or more as a result of flight cancellation or reaccommodation.

Agents requiring further info can contact Virgin Australia Travel Agent's Support - 13 67 37, opt 3.

## Helen Wong's moves

**HELEN** Wong's Tours will uproot from its headquarters in Bathurst Street, Sydney at the end of this month to a new office within the nearby Sydney Town Hall precinct.

Effective Mon 29 Jun, the Asian specialist will operate from its new digs at Level 17, 456 Kent St. Phone no's remain unchanged.

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Tasmania, Sydney

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BALCONY: \$2034pp

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from Sydney to Singapore

Departing from 09 Dec 2015

Visiting: Sydney, Brisbane, Cairns, Darwin, Bali  
(Indonesia), Johor (Malaysia), Singapore

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BALCONY: \$2936pp

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For bookings & further information contact your preferred Travel Professional or visit [www.starcruias.com](http://www.starcruias.com)



## Hello Copenhagen!



**HELLOWORLD**, Singapore Airlines & Wonderful Copenhagen recently whisked these lucky travel agents off to Copenhagen for an incredible famil through the Nordic region, flying with Singapore Airlines.

The participants were winners of an incentive for Helloworld agents, and over five days, the group explored the Danish capital by bicycle and boat

Immersed in the sights and sounds of Copenhagen, agents ticked off the city's must do's including a site inspection of the world's second old amusement park Tivoli, a visit of the Christianburg Palace and a Danish

cooking class at Kroman's.

**Pictured** on the Copenhagen Canals back from left are: Lise Ostrup Christensen, Wonderful Copenhagen; Hollie Parkinson, Bicton Travel; Courtney Kourmoulis, New Farm Travel; Anne O'Davis, Fraser Coast Travel Centre; Giuseppe Liverino, Wonderful Copenhagen; Alison Hoogenboom, helloworld Camden; Johnny Wan, Malaysia / Singapore Travel; Belinda Cogill from helloworld Camberwell.

Front: Rose Taylor Payne, SQ; Phylis Glavinas, Cathay International Travel; Mary Reale, Air Tickets and Lina Stefanovski, helloworld Lower Templestowe.

## Ferguson chairs TAA

**FORMER** Federal Minister for Tourism Martin Ferguson has been named as the new chair of Tourism Accommodation Australia, bringing a powerful voice to the sector.

Ferguson's appointment comes as the TAA, whose member list includes major hotel groups and more than 1,000 hotels, motels, resorts and serviced apartments, prepares to undergo its most significant expansionary phase in almost two decades.

The ex politician was president of the ACTU for six years prior to entering parliament in 1996, holding the Tourism portfolio for the Rudd & Gillard governments from 2007 to 2013.

He said he was looking forward to "ensuring the industry has a strong voice in Canberra".

"The industry needs to advocate long-term and sustainable policies that encourage both development of the industry and creation of new employment opportunities," Ferguson said.

He added Australia's accom sector needs to "progress its strategic initiatives, such as the concentration on growing Asian business, investment in tourism infrastructure and the move to build industry resilience, productivity and quality".

Monday 15th June 2015

## Ferry tickets with IR

**INTERNATIONAL** Rail has bolstered its product lineup to now offer point-to-point ferry tickets for crossings in the UK, Europe, Greece and Med.

E-tickets can be sold as standalone product with no other land arrangements required.

Tickets can be booked up to four months in advance, sold in First & Economy class travel.

## Featherdale freebie

**PEOPLE** born during the month of Jul are able being offered free admission to Featherdale Wildlife Park in Sydney's western suburbs on their birthday.

The promotion coincides with Featherdale's own anniversary, celebrated the same month.

## ATE tender awarded

**EXPERTISE** Events has won the tender to manage Tourism Australia's international business-to-business trade expo, the Australian Tourism Exchange for a further three years, until 2018.

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## Rd 18 Winner



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## CONGRATULATIONS

**Brendan Wall**

from *Holland America Line*

Brendan is the top point scorer for Round 18 of *Travel Daily's* Super XV Rugby industry footy tipping competition. Brendan has won a gift pack from Emirates.

## Major Prize:

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

## Centara May winner

**CONGRATS** to Danielle Hennessy from World Travel Professionals who was selected as the second round winner of Centara's competition which featured in *Travel Daily* recently.

Danielle has won a fantastic five night stay at Centara Nova Hotel & Spa Pattaya, plus three nights at Centara Central Station Hotel Bangkok, courtesy of Centara.

Further Centara giveaways are planned to run in **TD** over coming weeks - register as a Centara Ambassador (**right**) to enter.

## WA mtn bike strategy

**THE** West Australian Govt has released a five-year strategy on how the sustainable development of mountain biking can aid the tourism industry into the future.

Among the objectives of the Mountain Bike Strategy 2015-2020 is growing WA into a world-class mountain bike destination.

It cites successful plans rolled out in locations such as New Zealand, Oregon, Scotland, Wales and Canada which generated tens of millions of dollars for the local economy.

The report is prepared by WestCycle Incorporated & funded by the Dept of Sport & Recreation, Dept of Parks and Wildlife and the West Australian Mountain Bike Association.

More at [www.westcycle.org.au](http://www.westcycle.org.au).

## Mates rates MK fares

**AIR** Mauritius has released special travel agent fares on sale across its network, priced from \$250 on the Perth-Mauritius route or \$515 to Africa (Durban, Johannesburg and Nairobi).

Fares to Europe (Paris Charles de Gaulle and London Heathrow) begin at \$620, excluding taxes and surcharges.

Travel is based on a maximum of 14 days in Mauritius and one month in Europe and Africa.

Agents must show a minimum one year employment in a travel company - call (03) 9251 5047.

## EK Narita Lounge

**EMIRATES** has opened the first airline-owned lounge in Japan, with a new facility unveiled at Terminal 2 of Narita Int'l Airport.

The lounge has a capacity of 174 guests and features a business centre, showers and wi-fi.

**MEANWHILE**, EK has suspended services to Erbil and Baghdad until further notice.

## Greyhound tracker

**GREYHOUND** in the USA has launched a new real-time Bus Tracker, which enables customers to see where their bus is & when it will arrive at its destination.

## OzFocus ventures into the Shire



**DOMESTIC** tourism advocacy group OzFocus recently headed into the Sutherland Shire for one of its roadshow events, with 11 suppliers of local product meeting with Shire-based agents.

Held at GyMEA, the event was

well attended, also featuring drinks, canapes and opportunities to learn more about the array of products in Australia's borders.

Suppliers on show included Captain Cook Cruises/SeaLink, Hamilton Island, Broome & The Kimberley Holidays, One&Only Hayman, AAT Kings & many more.

Three lucky door prizes were up for grabs, with the major gong being a two-night shore break to Tantalooma Island Resort.

The night also coincided with the opening match in the State of Origin series, which had agents running for the TV in the breaks between speed meeting sessions.

Attendees are **pictured** above.

## More tourism dollars for South Australia

**TOURISM** has been named as a major growth industry for South Australia, with the sector to receive nearly \$50m over four years in the 2015/16 state budget.

Spending will kick off straight away, with \$35m to be directed to three major initiatives.

Emerging and traditional source markets will see \$14m worth of increased marketing, while \$6m will focus on domestic promotion.

In addition, \$15m will be spent on existing and new bids for major events and continuing to develop existing events such as the popular Tour Down Under.

"Now is also the perfect time to invest in the growing tourism industry & use the low Australian dollar to our advantage," Premier Jay Weatherill commented.

## Mt Hutt ski season

**CHRISTCHURCH** & Canterbury Tourism marked the start of the 2015 ski-season last weekend with numerous openings including the fabled Mt Hutt.

This season, Mt Hutt has added two new trails - an intermediate-advanced trail and a intermediate track, while a new 'Easyrider' chairlift replacing the previous T bar at Porters is also open.



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## Adina German growth

**TOGA** Far East Hotels has added two new properties in Germany - Adina Apartment Hotel Hamburg Heights & Adina Apartment Hotel Leipzig, both opening in 2017.

## Book Smart goes to market

**AN INSURANCE** policy offering protection of consumer funds paid to member agents of the Magellan Travel Group has been given the marketing brand name of 'Book Smart'.

The policy was first rolled out to members last month (**TD** 19 May) and provides peace of mind to travellers against supplier or agent insolvency.

Marketing collateral detailing the Book Smart initiative will be distributed to member agents this week for prominent display.

The collateral details how a customer can go about lodging a claim through the group in the event of a supplier going belly-up.

Magellan Travel Group ceo Andrew Macfarlane said the Book

Smart product was something of a paradox considering customers chose to book through Magellan agents based on the confidence in their financial security and that of their chosen suppliers.

"There is increased interest from consumers in how their travel agency protects their money in light of both recent agent failures & historical supplier failures, including airlines, so our members wanted to be able to put their customers minds at rest should they have any such concerns," MarFarlane added.

## Sage Hotels debut

**SILVERNEEDLE** Hospitality has today officially launched its new 4-star Sage Hotels brand, which will debut at the former Grand Chifley Hotel in Adelaide.

The brand is built on the basis of 'Reassuring, Easy & Responsive,' and joins other SilverNeedle brands Next Hotels, Chifley Hotels, Australis Hotels, Country Comfort and Sundowner Inns.

Guests are provided free wi-fi at the 138-room hotel & reasonably priced mini bar & laundry services as part of SilverNeedle's 'Fair Value Promise'.

Future Sage Hotels sites have been earmarked for The Chifley Wollongong (opening in Aug) and a newbuild hotel in Perth, slated to open in West Perth next year.

**CLICK HERE** for more details.

## 'Nowhere' cruise ban

**THE** US Government is putting a permanent ban on cruise lines offering voyages to 'no where' in the United States on foreign-flagged ships by the end of the 2015 calendar year.

## BA slicing Sao Paulo

**BRITISH** Airways will reduce frequencies on the London Heathrow-Sao Paulo route from ten to seven weekly.

GDS displays indicate the change will take effect from 25 Oct 15, with the route continuing to utilise Boeing 747-400 aircraft.



## 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).



### Travelmarvel - Europe River Cruising 2015-16

Nine new itineraries have been added to the European fold for Travelmarvel as the APT value brand continues to expand in the region. Once again leading the range are the core 15-day European Gems at 15-day Rhine and Rhone river cruises. Using these two as a base, travellers can take their pick from new land extensions to turn their holiday into an up-to-27-day adventure.

Extensions are available to European battlefields, Britain and the Baltic, while a six-day Norwegian cruise on a Hurtigruten ship is also available.



### Infinity Holidays - Western Australia 2015/16

The final brochure in an exhaustively comprehensive domestic range, Infinity has bolstered its product across the state, with new hotels added for travellers keen to explore its length and breadth. Seven new hotels have been added in all - three in Perth and one each in Scarborough, Busselton, Albany & Kalgoorlie. An exciting extended tour taking in two states and one territory, a rail journey from Adelaide to Darwin and 10-night cruise from the NT capital to Broome is also featured.

Further, a number of activities on Rottnest Island are also on offer.



### Grand Pacific Tours - NZ Airshow & Coach Tours 2016

One of the major events on the regional New Zealand calendar is the annual Warbirds over Wanaka airshow, which can be enjoyed in conjunction with an adventure through New Zealand with Grand Pacific Tours. Three tour options are available ranging from 8-13 days, each including a three-day pass to the air show. A highlighted itinerary is the 13-day North and South Island Tour, with all tours including airfares, taxes, accom, many meals and all sightseeing, along with transport throughout the itinerary in a luxurious coach.



### Snowscene - Snow Holidays Korea 2015/16

Snowscene is celebrating its 31st year of operation by producing a standalone brochure focused on the ski resorts of South Korea, highlighting its claim as the only wholesaler promoting the country's ski offerings. The 14-page booklet covers all ski offerings, all of which is available to the trade at 10% commission and starting from \$74,99p. Travellers can also try out the peaks which will be used by the world's best winter athletes ahead of the Winter Olympic Games, taking place in Pyeongchang in 2018.



### Contiki - Latin America 2015-17

Headlining the new season of flavour and colours from Latin America, Contiki has released a brand new Incan adventure exclusively for its 18-35 youth market. A number of authentic cultural experiences feature in the program including tango dancing in Argentina and hiking on Machu Picchu to white-water rafting in Guatemala. Highlighted tours include an eight-day Ultimate Inca, which sees pax take on a four-day Inca Trail trek in Cusco, available as a Flexible Itinerary to ensure the group remains together.



### Carnival Cruise Line - Pacific Islands & Australia

Officially declared as the line's biggest ever range of voyages in local waters, the latest range from Carnival Cruise Line offers something for everybody. Designed to appeal to time-poor travellers, short four-night sailings to Moreton Island and Sunshine Coast ex Sydney are available, along with Tasmania getaways. At the other end of the scale, 18-night repositioning itineraries are also available cruising to or from Hawaii.



This week *Travel Daily* and **Huntington Beach** are giving readers the chance to win a \$50 gift card to Surf Dive & Ski every day.



Huntington Beach is Surf City USA®!

Discover the city that defines Southern California beach culture in the heart of "The OC" - Orange County, California. HB is the place where the quintessential mild and mellow California beach culture began and still perseveres; where pretentiousness takes a back seat to casual and cool.

To win, be the first to send the correct answer to the following question to [huntington@traveldaily.com.au](mailto:huntington@traveldaily.com.au)

Huntington Beach is just a 30min drive to what happily famous California theme park?

Need a hint? **CLICK HERE.**

Check here tomorrow for today's winner.



## Virtuoso on the grow

**TWO** new business development managers have been hired by luxury travel network Virtuoso to continue to grow the brand's presence in the Asia-Pacific.

As part of a restructure brought by the departure of Katie Nodland, Cristina Magni and Even Pierce have joined the firm.

APAC md Michael Londregan says the network's first APAC members will be named shortly.

## Nanuku new DOSM

**SHASHITA** Nand has started at Nanuku Auberge Resort Fiji in the role of director sales & marketing.

Her responsibility will include all aspects of the boutique resort's international promotion activity.

## Tahitian 4-nt escape

**AIR** Tahiti Nui has a four-night air & land package to Le Meridien Resort Tahiti priced from \$1,599, which includes flights from Sydney, Melbourne or Brisbane, on sale until 26 Sep, for travel between 01 Nov-31 Mar.

## Delta LAX T5 ready

**AN EXTENSIVE** US\$229 million upgrade of facilities at Los Angeles International Airport Terminal 5 has been completed by Delta Air Lines.

The terminal-wide overhaul has included the introduction of DL's first private check-in lounge, dubbed Delta ONE at LAX, the expansion of a renovated Sky Club to accommodate 100 additional seats, bigger ticketing lobby, new restaurants, shops and baggage carousels.

## CX dinks up San Fran

**CATHAY** Pacific has jacked up flight frequencies on the Hong Kong-San Francisco route, with three new services added, taking its weekly tally on the route to 17.

Operated by Boeing 777-300ER aircraft, the new weekly flight (CX892) departs HKG on Tue, Thu and Sat at 18:45 and arrives in SFO at 16:30 the same day.

The returning service departs San Francisco at 01:30 on Wed, Fri and Sun, touching down at HKG at 06:40 the next morning.

## Qantas AA awareness

**QANTAS** is providing agents in Australia with greater awareness of the aircraft type intended to be operated by its US partner American Airlines on the Los Angeles-Sydney route from Dec.

The QF Industry Site is now featuring a Fact Sheet on AA's flagship Boeing 777-300ER which it plans to deploy to Sydney.

The page provides detailed info on AA's eight cabin First Class, 52-seat Business Class, 30-seat Main Cabin Extra and 220 Main Cabin Economy class seats on the 777.

Agents can also take a virtual tour of American's 777, on which QF will codeshare if the carriers' quest for antitrust immunity with the US Dept of Transportation (**TD** Fri) is authorised - for more info, see [www.qantas.com.au/agents](http://www.qantas.com.au/agents).

## Aston agt cash bonus

**APTMS** is rewarding agents for booking accom in Hawaii at any of its 26 participating properties for travel to 17 Dec with a cash bonus of up to \$250 per booking.

Minimum night stays apply - see [astonhotels.com/for-travel-specialists](http://astonhotels.com/for-travel-specialists).

## TravelCube premium

**ACCOMMODATION** wholesaler TravelCube has launched a global premium room upgrades campaign which urges agents to "inspire the travelling public to upgrade their accommodation".

The promotion has seen additional availability for TravelCube and GTA product for departures Jul-Sep 2015, along with rates up to 50% off and value adds such as free upgrades and Stay 4/Pay 3 deals.

Over 30 popular destinations are included across 500 properties - see [www.travelcube.com.au](http://www.travelcube.com.au).

## 4 Points Vancouver II

**STARWOOD** Hotels & Resorts Worldwide has opened its second Four Points branded property in Metro Vancouver region.

The Four Points Surrey features 77 rooms and is located 15mins from the US border and 30mins from Vancouver Int'l Airport.

## AFL Rd 11 Winner



Sponsored by:



## CONGRATULATIONS

**Ian Edwards**  
from CT Partners

Ian is the top point scorer for Round 11 of **Travel Daily's** AFL industry footy tipping competition. Ian has won a double pass to Madame Tussauds Sydney, courtesy of Merlin Entertainments.



**Major Prize:**

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

## Hefty fine for Volaris

**THE** Federal Aviation Admin has proposed to fine Mexican carrier Volaris US\$735,000 for allegedly operating an Airbus A319 which had not fully completed safety checks during heavy maintenance of the aircraft in Mar 2013.

The US aviation authority said Volaris had failed to remove and replace an emergency slide on the jet, which it went on to operate 121 passenger services before being brought into compliance with regulations.



## 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)

Q10. Which ski resort hosted the ski jumping and cross-country skiing events for the Turin Olympics in 2006?

**Club Med**  **AIRFRANCE**   
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**Travel Daily** is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at [www.traveldaily.com.au](http://www.traveldaily.com.au).

Postal address: PO Box 1010, Epping, NSW 1710 Australia  
Street address: 4/41 Rawson St, Epping NSW 2121 Australia  
P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

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**Publisher/Managing Editor:** Bruce Piper **Editor:** Guy Dundas **Assistant Editor:** Matt Lennon  
**Contributors:** Louise Wallace, Jenny Piper, Sarah Piper **Editorial email:** [info@traveldaily.com.au](mailto:info@traveldaily.com.au)  
**Advertising and Marketing:** Sean Harrigan and Lisa Martin - [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)  
**Business Manager:** Jenny Piper - [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

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### **PREMIUM CRUISE LINE**

**BUSINESS DEVELOPMENT 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 cruise line today.

### **MICE SUPERSTAR – UNIQUE ROLE**

**BUSINESS EVENTS MANAGER  
SYDNEY – \$85K PACKAGE**

An exciting new role for a recognised tourism board to promote business events to a leading destination. The role offers variety with ongoing excitement and new challenges to promote a great destination to the market. If you have a passion for MICE and you are well connected in business events, then this role will reward you like no other job in the market. Be part of a great team based out of Australia with interstate travel and inspirational leadership.

### **CORPORATE SALES**

**BUSINESS SOLUTIONS MANAGER - SME  
PERTH – SALARY PACKAGE TO \$75K**

Your role will be managing an existing client base assisting in the ongoing growth of the brand, whilst also using your polished sales skills to achieve new business & continued growth. You will support the AM team managing an existing client base, together with working with the BDMS to achieve new business leads. You will be responsible for identifying growth opportunities & travel trends in the industry, together with devising strategies to build new business.

### **SOAK UP THE SUNSHINE**

**TRAVEL MANAGER  
ROCKHAMPTON – OTE TO \$75K**

Come join this reputable travel agency located in Rockhampton as a hands on travel manager. Developing and training a small team of consultants you'll know the secrets of motivating a team to achieve successful results and provide 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.

### **INDUSTRY SALES NEVER LOOKED SO GOOD**

**BUSINESS DEVELOPMENT MANAGER  
SYDNEY – PACKAGE 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.

### **DISCOVER THE ORIENT**

**BUSINESS DEVELOPMENT MANAGER – SA/NT  
ADELAIDE – SALARY PKG \$55K + COMM PKG + MILEAGE**  
Are you a proven sales professional in Adelaide looking for a new product to promote? Responsible for the SA/NT market, your primary role is developing strategies to increase sales, growing sales revenue, building strong ongoing relationships with key industry agents, together with attending trade shows/expos. Previous experience in the travel industry as a sales executive or solid sales consulting experience essential.

### **COME ALONG FOR THE RIDE**

**CORPORATE TRAVEL OPERATIONS MANAGER  
SYDNEY – SALARY PACKAGE \$85K - \$95K**

This company has future growth and development on the horizon so don't miss out on joining them on this fabulous journey. As a manager you will need to possess the required skills and have exceptional knowledge of corporate travel, training, and development of staff and client relations. This role allows you to take full management of your team and make the operation run smoothly. Don't miss this opportunity to be part of this great team!

### **GROW A NEW BRAND IN THE MARKET**

**NATIONAL SALES 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!

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### State Sales Executive QLD

**Brisbane, \$60K + bonus + car, Ref: 1776AW1**

A role like this is a rarity in Queensland so if you have current experience in sales representation within the travel agency network in QLD, we want to hear from you today! You will come with a strong existing network, a history of exceeding your sales targets, self motivation and drive. You will enjoy selling this well known product and you would not only receive an annual bonus but also access the travel industry perks. We are interviewing now so don't delay your application!

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

### Domestic Corporate Consultant

**Sydney, \$65K + Super, Ref: 1752MB1**

An opportunity has presented itself for a confident Domestic Corporate Travel Consultant to make a move into an established and well respected boutique company that has absolute appreciation for their staff. You will have a min of 2 years experience in Corporate Consulting, having used a GDS preferably Sabre with a professional mannerism and strong attention to detail as some ADHOC admin duties will be required. Located near Central Station, this is a Monday to Friday position working 9am -5pm.

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

### Entertainment Travel Consultant

**Melbourne, \$55-60k, Ref: 1780KF1**

This successful agency is looking for someone to join their team, booking entertainment travel. From music artists to national sporting teams, they've been the travel manager behind more than 400 performance-related and sporting events, worldwide. This is a unique opportunity for savvy entertainment consultants who know how to think outside the square and are a creative problem solver. If you have the experience and are ready to take your career to the top we would love to hear from you!

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

### State Sales Executive WA & SA

**Perth or Adelaide, \$75OTE, Ref: 1777LB1**

Seeking an experienced travel sales professional to join their team and work as a state sales executive looking after both WA and SA! The successful and experienced candidate will be helping to develop and grow the companies products further through developing and implementing sales strategies and maintaining agency relationships. You must love a life on the road as travel is required frequently between both states. A role for those who can present confidently & enjoy client interaction!

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

### Mandarin &/or Cantonese Travel Consultant

**Southside Brisbane, \$Competitive. Ref:1724PS1**

Are you a multi-lingual English and Mandarin or Cantonese speaker? This is an excellent new opportunity to join a fast growing outbound travel company as a Travel Consultant where you will be responsible for arranging Group and FIT travel. The successful candidate will have solid destination and product knowledge of Asia, Europe and USA. If you can sell Saigon to Angkor Wat, The Great Wall and Terra-Cotta Warriors to the Cherry Blossoms of Kyoto we want to hear from you today!

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

### Business Development Manager – M.I.C.E

**Sydney, \$competitive, Ref: 1769SZ1**

Fantastic opportunity for an experienced Business Development Manager that is currently or most recently worked within the MICE and or Corporate Sector. My client is looking for someone that can work autonomously, is passionate about tourism and travel and can identify and secure leads. You will need a solid background as this is a pretty senior position, with the room to grow within the organisation for career progression. Domestic travel will be required so flexibility is a must.

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

### VIP Corporate & Leisure Travel Consultant

**Melbourne, Up to \$65K, Ref: 1741MD2**

Looking for a juicy new challenge? Fancy a Monday to Friday role with a fantastic salary package? This role will be varied and fast paced with no two days being the same. You will be within a team of experienced travel professionals that enjoy working hard and still know how to have fun! If you believe you always go above and beyond for each of your clients and think you would be able to handle the challenges that come with services VIP corporate clients then please look no further!

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

### Business Development Executive SA & NT

**Adelaide, \$50K, Ref: 1634LB10**

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.



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