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Xiamen to Hobart?

TALKS between Chinese carrier Xiamen Airlines & the Tasmanian Govt could see the launch of new direct flights between Xiamen Gaoqi International Airport and Hobart Airport, according to a report from *Air Transport World*.

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Qantas Hols transforms TRIP

HELLOWORLD wholesale last night unveiled a revamp of the Qantas Holidays TRIP (Travel Reward and Incentive Program) loyalty scheme, switching from the current points-based system to new cash cards which allow consultants to spend their rewards on anything they like.

Launched six years ago (*TD* 12 Jul 2009), the new EFTPOS-based scheme will "amplify the benefits for consultants" booking through the group's range of brands which include Qantas Holidays, Viva! Holidays, Rail Tickets, The Cruise Team and Insider Journeys.

"For six years TRIP has been a market leading rewards program for the travel industry and we are focused on keeping it relevant and cutting edge for Australian travel agents," managing director Peter Egglestone commented.

Agents will be issued personalised TRIP cards which can be used at any EFTPOS terminal across the country.

"Our tiered building block structure allows agents to earn more as they sell more and the new cash based program

amplifies the amount rewarded to agents," he said.

The new scheme will debut effective 01 Jul, and Australian travel consultants can register for a TRIP card after the first \$25,000 in departed nett land sales.

The program will offer four tiers: Starters, Explorers, Jetsetters and High Flyers, Egglestone said.

Existing 'High Flyer' members of the scheme will earn twice as much via the EFTPOS program compared to the previous points-based system.

The new cash-based rewards program is similar to the Express Reward Card loyalty program which has been offered for some years by the Express Travel Group.

For more information and to register for a TRIP card agents can visit www.triponline.com.au.

Ovation of the Seas Aus season on sale

RESERVATIONS have opened this morning on Royal Caribbean's inaugural Australasian season on the behemoth *Ovation of the Seas*, which enters service in Apr and local waters in late 2016.

Three round-trip cruises of 10, 14 and 15-nights from Sydney to New Zealand are on offer, as well as a 14-night Asia Repositioning cruise from Sydney to Singapore which sails on 23 Jan.

Prices start at \$1,999 for the 10-night cruise - see **cover wrap**.

Disney appointment

WALT Disney Parks & Resorts has named Jill Estorino as its new executive vice president of global marketing & sales, replacing Leslie Ferraro who is now head of Disney Consumer Products - more appointments on **page 9**.

FROM THE HEART OF EURASIA



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QF refund calculator

QANTAS is now offering a Refund Calculation Service for Australian travel agents, which provides the exact refund value due back to the customer - with a full breakdown of fare, ticket taxes and any cancellation fees.

It aims to provide accurate and timely information so consultants can weigh up the best options for their customer and determine whether to proceed with the refund, or retain the ticket in credit for future Qantas travel.

To obtain a refund calculation, use BSP Link to submit a "refund application" and in the 'Reason' field, enter "Refund Calculation Request only".

The calculation will be provided within three business days and is valid for 90 days.

The service fee for a refund calculation is \$60 including GST, however there is no fee to proceed with a refund after the refund calculation is provided.

Pilot for 10 year China visa

FEDERAL Trade and Investment Minister Andrew Robb and Immigration Minister Peter Dutton yesterday announced plans for a new "pilot ten year visitor visa" for Chinese travellers.

The new ten year multiple entry visa - extending the recently announced three year arrangement (**TD** 13 Apr) - is part of a Free Trade Agreement between Australia and China, with Robb saying it will provide an "enormous boost to tourism".

The ten year visa brings Australia into line with other destinations such as the USA, which also recently implemented a similar initiative (**TD** 10 Nov 14).

As well as reducing paperwork, the ten year visa is aimed at promoting repeat visitation from China, which is now Australia's top tourist source market.

"Chinese travellers are growing exponentially and it is estimated

that by 2020, more than 200 million Chinese people will be travelling to destinations including Australia," Robb added.

"Increased visitor numbers in Australia translates into significant benefits for Australians and our economy."

Assistant Immigration Minister Michaela Cash claimed that "in terms of visa volume, processing and integrity outcomes, Australia is highly competitive."

"The government continues to progress the roll-out of online visa lodgements for Chinese nationals in an effort to reduce unnecessary red tape, whilst at the same time ensuring we maintain the integrity of our visa programs," she said.

The China-Australia Free Trade Agreement also includes further provision for "Work and Holiday" visas for Chinese citizens, with up to 5,000 available annually.

Travel Daily

on location in
Denarau, Fiji

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

THE second annual Fijian Tourism Expo wraps up today, after three days of frenetic networking, appointments and updates on the industry here.

Delegates gathered last night at the Denarau Racquet Club for a delightful evening under the stars, sampling culinary delights from all of the restaurants in the area, to the accompaniment of fine wines from across the globe.

The balmy evening provided a perfect setting for the Fiji Food and Wine Festival, with the event also seeing the launch of new Nadi restaurant Mamasake.

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JQ Q300s for NZ regional

JETSTAR has today revealed it is expanding its New Zealand fleet, introducing five 50-seat Bombardier Q300 turbo-prop aircraft, enabling access to up to seven new destinations.

Among four initial flagged hubs are either Hamilton, Rotorua, New Plymouth, Napier & Palmerston North on the North Island, and Nelson and Invercargill on the South Island.

New services will commence in early Dec in time for the busy holiday period, on sale in Sep.

Making the announcement with New Zealand Prime Minister and Tourism Minister John Key in Auckland this afternoon was Qantas Grp ceo Alan Joyce, who said "the time was right to bring Jetstar's low fares to the regions".

Joyce said the community "has been calling out for more choice and lower fares on regional

routes because there's a lack of competition".

"We're answering that call by launching Jetstar flights to regional New Zealand, making air



travel more affordable for people who live outside the main centres and boosting tourism and the economies of these areas."

Jetstar Group ceo Jayne Hrdlicka reiterated the message, saying the LCC wants to "bring real competition and stimulate regional passenger growth."

Execs will spend the next two months visiting regional centres to determine the first destination.

The Q300 aircraft were operated previously by QantasLink.

Booking Boss grows

SYDNEY-BASED tours and activities software provider Booking Boss has expanded its team, after the company successfully raised \$2 million to fund its growth.

Recent appointments include sales and marketing manager Meredith Baxter (ex Featherdale Wildlife Park and Voyages Indigenous Tourism Australia), while Hanna Karlsson has joined as product manager along with Lisa Marie Cray in customer and sales support.

Booking Boss' technology combines "robust booking and inventory management software with integrated point of sale and channel management functionality," said founder and ceo Renee Walsh.

Clients are able to seamlessly manage inventory across a range of distributors such as Viator, Adrenalin, Gifts that Thrill and Get Your Guide.



Window Seat

SOMEONE at All Nippon Airways is truly nuts about Star Wars.

The carrier has already announced an upcoming R2-D2 livery "wrap" on one of its 787s (**TD** 20 Apr) and now the Millennium Falcon, piloted by none other than Chewbacca and Han Solo, is also joining the fleet, according to *AusBT*.

The ANA in-flight duty free catalogue, which allows passengers to buy scale models of the Star Alliance member's planes features the ageing space freighter (**right**) just beneath listings for a 737-700 and a Bombardier DHC-8-400.



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Scenic mini ERC brox

TWO "mini brochures" focused on the key destination highlights of Europe river cruises (ERC) in France, Portugal and Russia have been dispatched by Scenic.

The new guides complement Scenic's recently released main Europe brochure and have been designed to assist travel agents with securing bookings for clients.

ASEAN NTIA sponsor

THE Association of South East Asian Nations (ASEAN) has signed on as a Silver Sponsor for AFTA's 2015 National Travel Industry Awards, being held next month.

Through the Australian ASEAN Promotional Chapter Tourism, the group - which comprises Brunei, Cambodia, Indonesia, Lao PDR, Malaysia, Myanmar, Philippines, Singapore, Thailand & Vietnam - will sponsor Category 34 of the NTIAs, *Best Registered Travel Industry Training Institution*.

AFTA boss Jayson Westbury said the organisation felt "privileged" to have ASEAN join the NTIA's family of sponsors.

US airlines anti small carry-on initiative

IATA'S plan for the voluntary introduction of smaller carry-on bag limitations (**TD** 10 Jun) has been labelled by US airlines as "unnecessary".

Airlines for America (A4A) - whose members include AA, DL, UA, WN, HA, B6 and others - say the initiative "flies in the face of the actions of US carriers".

The group argues airlines are already investing approximately US\$1.2 billion per month on the customer experience, including larger overhead bins to handle larger carry-on baggage.

A4A's stance was lauded by the US Travel Association president & chief executive Roger Dow.

"The crackdown on the size of carry-ons that was proposed by international carriers would have been unnecessary and yet another slap in the face to travellers," Dow remarked.

MEANWHILE, in response to concerns about the 'Cabin OK' initiative, the International Air Transport Association said it would "pause" its roll-out due to significant concerns.

"While the value of this initiative has been welcomed by many...there has also been much confusion," IATA said in a statement overnight.

Funky LED lighting for ICC Hotel



QR Amsterdam debut

AMSTERDAM has become the latest destination added to Qatar Airways' global footprint, with the carrier launching six weekly services to the Dutch capital earlier this week.

QR is operating dual-class Boeing 787 *Dreamliner* aircraft on the route from its Doha hub.

AMS is Qatar Airways' 34th gateway in Europe.

MEANWHILE, QR has launched a new daily all First Class service between Doha and Jeddah, timed to coincide with the commencement of Ramadan.

The Airbus A319 is fitted with 40 seats which convert to fully-flat beds in a 2-2 configuration.

ABOVE: Developers of the Sydney International Convention, Exhibition and Entertainment Precinct and adjacent ICC Hotel have submitted plans to council detailing a proposed facade lighting system that will complement each structure.

Plans for the fit-out lodged with the NSW Government show the ICC Hotel, to be marketed under Accor's top-shelf Sofitel brand, reveal the tower's Harbour/City north-east facade will feature LED white, red, green and blue linear lighting (**pictured**).

The 590-key property's proposed feature lighting will operate from dusk to midnight every night (except Mon) and until 1am during Special Event periods.

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Freestyle showcases Maldives



FREESTYLE Holidays recently spoilt 10 top selling agents on an indulgent famil to the Maldives.

The Aussie wholesaler gave agents the opportunity to visit and experience several properties which are part of Freestyle Hols' expanding product line-up.

On show for the group were family friendly resorts to the ultimate in all-inclusive luxury.

Highlights of the journey were a stay at the Anantara Dhigu Resort & Spa Maldives & Baros Maldives and visits to private islands.

Agents also enjoyed a two night stopover in Singapore where they visited key hotels in the city and Sentosa areas, before some down time to explore the Lion City and experience the city's culture.

Pictured at Centara Ras Fushi, Maldives from left are Patrick Cockburn, Pinpoint Travel Group (PTG); Prapaijit Thongma, Centara Ras Fushi gm; Jennifer Byrne, Albert Park Travel (Vic); Kelly Davis, helloworld Sandgate (Qld); Goranka Mazibrada, Travel Superstore (SA); Amy Taylor, TravelManagers (Vic); Sarah Manning, helloworld Bull Creek (WA); Therese Glover, PTG; Steven Thompson, Anywhere Travel (NSW); Rosemary McTeigue, Suncity Travel (Qld); Claire Robertson, italktravel Hillary (WA), Nicha Duanglaithong, Centara Ras Fushi; Ella Lee Cansdell, Butler by the Sea (NSW) and Jeanette Khoury, Merrylands Travel (NSW).

Swiss Pass winners

THE first winners of the Swiss Travel Pass SuperStar Program, launched on 01 May in Australia & New Zealand by Rail Europe, Switzerland Tourism & the Swiss Travel System have been named.

Module 1 placegetters were Sally Mallory, House of Travel, Richmond; Katherin Colvin, helloworld Carousel and Chris Riou from Newport Travel.

Module 2 placegetters were Josephine Hanney, Goldman Travel Corporation, Yvette Van Urk, Outdoor Travel Pty Ltd and Samantha Milligan from The Travel Brokers.

Prizes included Apple iPad Air2s, Victorinox watches and luggage.

The program runs until the end of Jul, with time still available to win some of the other prizes and a spot on a seven day famil trip to Switzerland departing in Nov.

Bonus points are offered for Swiss Travel Pass bookings made via Rail Europe GSAs, including CIT Holidays, Go Holidays, Infinity Rail, Rail Plus ANZ & Rail Tickets.

ITP faith in Unicorn

GLOBAL corporate travel management firm International Travel Partnership has this week signed Seoul-based independent agent Unicorn Networks as its travel partner in Korea.

Thursday 18th June 2015

Busy Mauritian May

MAURITIUS welcomed more than 87,000 tourist arrivals during May, an increase of close to 11% on the same month last year.

The busy month beefed up year-to-date figures to 468,720, which itself increased 8.9% year-on-year.

Australian visitor arrivals spiked 17.5% during May, with more than 1,300 entries, however year-to-date figures are only up 6.2%.

RBA e-Retail move

ROYAL Brunei Airlines has become the first airline in the Asia Pacific region to adopt the new version of Amadeus e-Retail.

Using the tech, the airline's flyroyalbrunei.com portal is now able to display ancillary services while new functionality enables customers to update booking details through the new 'Manage My Booking' feature.

Crucially, e-Retail complies with the US Dept of Transportation's accessibility mandate.

The latest version of Amadeus e-Retail will be rolled out to other customers by the end of 2015.

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New dive moorings

SIX resort and dive operators in Fiji's Pacific Harbour and Beqa areas have banded together in an initiative aimed at protecting the area's stunning reefs.

Spearheaded by Waidroka Bay Resort, the plan will see the installation of ten heavy duty moorings spread around Yanuca Island, meaning boats operating there will not need to use anchors.

Westin Fiji spa rooms

FIJI'S Westin Hotel on Denarau Island is now selling its new "Renewal Spa" studios and suites which were launched during the 2015 Fijian Tourism Expo.

There are 14 studios and two suites, each with a private plunge pool, with the spa area featuring a private reception.

Room rates for the new product also include a spa treatment.

SeaFiji adds new Mamanuca transfers

FIJIAN fast boat operator SeaFiji has launched new boat and aircraft transfer options to the Mamanuca Islands, with scheduled daily services timed to suit aircraft arrivals and departures.

Unveiled this morning at the Fijian Tourism Expo, the new "SeaFiji Link" ocean-based operations leave the mainland at 5.30pm daily and are chargeable on a "seat on boat" rate which costs FJ\$159 per person from airport to final resort destination.

Return services depart from resorts around 5am in time to meet morning flights, and the transfers include on-board hosts to assist families travelling with small children.

The new SeaFiji Air Link operation is conducted in partnership with Pacific Island Air, which operates a daily 4pm departure from Nadi Airport to the airstrip on Mana Island which then connects to a SeaFiji fast boat transfer to resorts.

This costs \$389 one way per person all inclusive from airport to resort, with capacity for six pax.

Fiji Airways holes out



ABOVE: Fiji Airways executive gm of sales & marketing Otto Gergye is **pictured** sealing the carrier's three year Fiji International sponsorship deal for the Fiji International golf tournament (**TD** yesterday).

Gergye is shaking hands with Harmony Thomas, event manager for the competition which will take place at Natadola Bay in Aug this year.

Also present at the signing ceremony was Fiji Tourism Minister Faiyaz Koya, who said the initiative had the potential to significantly boost Fiji's presence on the world stage, with massive TV coverage of the Fiji International which is being run by the PGA of Australia.

MEANWHILE, Gergye also confirmed FJ's new non-stop flights from Wellington to Nadi (**TD** 15 Dec) will be timed to suit the corporate market, with services operating from the NZ capital to Fiji each Thu and Sat.

"We know that when corporates want to get their teams away for a couple of days they want to get to their destination easily and quickly," he said.

Starwood appoints

SAMANTHA Elbourne has been appointed as Sydney-based director of sales for the group's Fijian properties including the Sheraton and Westin on Denarau Island.

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Eather relinquishes CATO chair



THE closure of Beachcomber Tours, revealed by **Travel Daily** earlier this year (**TD** 20 Apr) has seen CATO chairman Rod Eather step down from the post, with Bunnik Tours md Dennis Bunnik taking up the vacated role.

Officially announced at the CATO agm in Sydney last night, Eather explained he was "no longer eligible" to hold the post after closing his wholesale company Beachcomber Tours and transforming the brand to a hotel group - Beachcomber Hotels.

Eather sat on the CATO committee for over a decade and had held the chairmanship position since 2010.

Discussing the shift in detail last night, Eather said the move to step out of wholesale followed a shift in the travel industry, most

notably the rise of the internet which had swallowed a sizeable portion of Beachcomber's sales.

"Travel isn't the fun game it used to be - it ain't like that anymore," he commented.

CATO general manager Peter Baily said Eather would be "sorely missed" by the committee, while Bunnik's experience would be "valuable" to the organisation.

"It is a sad night for us [with Eather's departure], but we are very excited to have Dennis as our new chairman. He has a lot of experience and will do a great job," Baily remarked.

MEANWHILE, Wildlife Safari chairman Trevor Fernandes has also stepped down as CATO vice chairman, along with GTI Tourism managing director Sarah Anderson who has resigned from the committee ahead of her second round of maternity leave.

Chimu Adventures founder Greg Carter has been appointed as the new vice chairman, with several other members including Martin Edwards from Bench International and Julie King from Dubai Tourism also appointed to the committee.

Pictured with outgoing CATO chair Rod Eather (right) is his successor, Dennis Bunnik.

Abu Dhabi visitors up

A MASSIVE 75% year-on-year spike in visitor numbers from China between Jan and Apr has helped drive overall guest arrivals to the emirate up 20%.

The early year visitor increase has seen Abu Dhabi Tourism & Culture Authority upgauge its full year guest arrivals for 2015 from 3.5 million to 3.9 million.

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CH commission boost

CREATIVE Holidays is offering \$100 hotel credit to pax booking accom at selected hotels in Hawaii as part of a new promotion.

The deal applies when flights are booked with Hawaiian Airlines and include a minimum 5 nights at a 'Creative Club' hotel, valid for travel between 07 Oct-30 Nov and 17 Jan-31 Mar.

As an added incentive, agents will receive bonus commission on HA wholesale fares.

Reservations must be processed by 01 Jul.

JQ adds Avalon/OOL

JETSTAR has today confirmed it will introduce new daily return services between Avalon and the Gold Coast, effective 26 Oct.

The service is one of two new routes pledged by JQ as part of a 10-year agreement with the Victorian Govt and Avalon Airport owners Linfox Group (**TD** 28 Apr).

Jetstar Australia/NZ ceo David Hall said the new flights would provide greater inbound tourism numbers to Victoria, adding an extra 65,000 seats annually.



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An exciting new retail and entertainment complex is due to open in Huntington Beach in mid-2015. What is it called? Need a hint? [CLICK HERE](#).

Congratulations to yesterday's winner, Dylan Lawrey from Infinity Holidays.

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THIS WEEK'S FEATURE AUCTION

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Oh what a brochure..!

ECLIPSE Travel celebrated last month's launch of its new Latin America & Antarctica brochure by taking its team to Hamilton Island

The program features bespoke itineraries spanning Mexico to Antarctica, with accom in luxury lodges, cloud forest reserves and boutique hotels for single travellers, groups of 2 to 10 and special interest groups of up to 40.

Among Eclipse's most popular trips are the 22-day Patagonia & Antarctica Wilderness Adventure and a 14-day South American Essentials tour.

To mark the brochure launch, Eclipse has a special deal on its 10-day Antarctic Peninsula cruise expedition on *Ocean Nova*, which is priced at \$5,325pp triple share or \$6,660pp twin share, departing on 11 & 20 Nov and 02 Mar, when booked before 30 Jun.

Pictured on Hamilton Island jumping for joy having their latest brochure in market, from left are Eclipse Travel's Julio Padilla, Tim Farquhar, Matt McMillan, Tiffany Chek, Mirko Seminario, Kannika Dy, Camilla Campbell, Ad de Beer, Shae Doherty and Steve Arnold.



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AA/DL/UA risking US credibility

A STRATEGY by the 'Big 3' US airlines to freeze new flights to the United States by UAE and Qatar based airlines will affect traffic flow from outside markets including Australia, the US Travel Association boss has warned.

Roger Dow's detailed 72-page submission to the US Govt (**TD** 05 Jun) on behalf of USTA's 1,200 member organisations and 350 city destinations was made public yesterday and reiterates his call to dismiss a petition by American, Delta and United to prevent EK, EY and QR from further capacity increases to the USA.

Dow said the action threatens the Obama Administration's goal of 100 million visitors annually by 2021, is damaging economic growth and job creation, restricts access to "critical" new markets, cuts off a pipeline to India, reduces US airline revenues, isolates US cities & destinations and more.

The Washington-based tourism chief said the action calls into question antitrust immunity granted to US legacy carriers, including AA, DL and UA.

"Make no mistake: the goal of the US legacy carriers is to reduce competition from the Gulf carriers that bring over 1.1 million international visitors here not only from the Middle East but from India, China, Africa, Australia, and elsewhere," Dow stated to the US Government.

He highlighted the Gulf carriers not only compete with US airlines but with each other at several

Nepal treks go ahead

WORLD Expeditions says it will press ahead with all scheduled treks in the Annapurna & Everest regions of Nepal from Sep, with staff deeming the tracks safe.

The firm is operating some 140 trips up until the end of 2015.

hubs in the United States.

Dow further said EK, EY and QR support thousands of American jobs at Boeing, with their unfilled orders equating to US\$150 billion.

He said it was the US who first proposed the Open Skies deals with the United Arab Emirates & Qatar, and changing the rules now "risks undermining American credibility generally".

"It would be a tragic and unnecessary mistake to reverse 20 years of progress towards open, competitive int'l aviation because of the temporary interests of three airlines," Dow concluded.



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RECRUITMENT

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which is brought to you by **inPlace Recruitment**. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Oaks Hotels & Resorts has named **Dan Hastings** as its new Chief Financial Officer. Hastings joins the Minor Hotels offshoot from his previous role as Chief Operations & Financial Officer for media agency Spinifex Group. He takes the place of **Brian Delaney** who has moved to Bangkok with parent company Minor Hotel Group as its new Chief Financial Officer where he will oversee its "extensive brand portfolio".

Asia Escape Holidays has welcomed **Vanessa Carver** as its new Sales Executive for the Queensland market. She is well known to the industry with 22 years experience in Flight Centre, Jetset, Air New Zealand, Novotel, Strategic Airlines and most recently South African Airways.

Former federal Tourism Minister **Martin Ferguson** has accepted a role as Chair of **Tourism Accommodation Australia**. The appointment is said to give the hotel sector its "strongest voice in Canberra in many years".

Shashita Nand has been appointed as the new Director of Sales & Marketing with **Nanuku Auberge Resort Fiji**. She will work closely with US-based Auberge Resorts Collection as well as the property's Australian-based sales representative World Resorts of Distinction.

AccorHotels has appointed **Gaurav Bhushan** as Chief Development Officer, reporting to CEO Sebastien Bazin. He succeeds **Christian Karaoglanian** who is passing on the baton after 40 years at AccorHotels. Bhushan has headed the group's Asia Pacific development teams since 2006, having secured the acquisition of Mirvac Hotels & Resorts in Australia and NZ as well as the new alliance with Huazhu in China.

Hogg Robinson Group has expanded its Executive Committee with the addition of **Kyle Ferguson, Matthew Pancaldi, James Stevenson** and **Ian Windsor**.

Daniel Naidoo has been appointed as Operations Manager for **AVPartners** at Crown Perth.

MTA Mobile Travel Agents has named **Suzana Blazevska** as its new Air Product Manager. She was previously National Air & Product Executive with Travel Counsellors.

Anders Lindstrom has been appointed as USA Director of Communications for **Norwegian Air Shuttle**. He was previously PR Manager for JetBlue Airways and also worked for Scandinavian Airlines and as a travel trade journalist in Australia about a decade ago.

World Journeys has added four new staff members to support its rapid growth in Australia. They include Groups Specialist **Vanessa Hibbard**; Travel Designer **Joel Hini-Heilson**; **Mei Ling Wong** in Accounts & Administration; and **Trace Stewart** as a Travel Designer.

Neil Rodgers has been promoted to the role of General Manager of **Adventure World**. He steps up after the departure of the Travel Corporation brand's Managing Director **Fiona Hunt**.

Virtuoso Australia has announced the appointment of two new Business Development Managers in the form of **Cristina Magni** and **Evan Pierce**. The organisation has also confirmed the departure of **Katie Nodland** who is returning to the US as part of a restructure after twelve months with Virtuoso Asia Pacific.

The **SkyTeam Alliance** has announced the intended retirement of its Chairman **Leo van Wijk**. He will be succeeded after the Nov 2015 Governing Board meeting by current SkyTeam CEO **Michael Wisbrun**. In turn, the board has selected **Perry Cantarutti** as the alliance's new CEO, moving from his current role as Delta Air Lines Senior VP EMEA.

Travel Daily

First with the news

Thursday 18th June 2015

New Nadi association

TOURISM operators in Nadi, Fiji have confirmed plans to band together in the Nadi Tourism Association which will see them cooperate to provide guidance to visitors.

To be formed in conjunction with Tourism Fiji, the Nadi Chamber of Commerce and Nadi Town Council, it will proactively work to address issues such as overpricing, providing information on things to do, as well as where to shop and dine.

Air France to drop Kuala Lumpur flights

AIR France will suspend its flights between Paris CDG and Kuala Lumpur, with reservations closed on the route for travel on or after 25 Oct 15.

The move comes after the airline relaunched service to Malaysia just over two years ago.

United out of JFK

UNITED Airlines is set to sell its landing and take-off slots at New York JFK airport to Delta Air Lines, with the final UA departure from JFK scheduled for 25 Oct.

Currently, UA operates its premium trans-continental service from JFK to both San Francisco and Los Angeles, but from Oct the flights will instead operate from Newark Liberty.

AOT matches rivals

THE AOT Group's NeeditNow online accommodation website has lifted commissions on all rooms booked on the platform from 10% to 15%.

NeeditNow is the latest OTA to boost its remuneration, with similar increases recently applied by Wotif, Expedia, Hooroo and Booking.com.

AOT chief operating officer Cinzia Burnes confirmed the change, saying "with the consolidation of the online travel agent space, commission levels and distribution costs have increased".

She said most contracted hotels had already been paying 15%, with just 15 suppliers impacted.



DIRECTOR OF BUSINESS DEVELOPMENT - CORPORATE

The Regional Sales Office of Shangri-La Hotels and Resorts based in Sydney, has a position available for a dynamic and results orientated Director of Business Development – Corporate.

We are seeking an applicant with a proven background in hotel corporate sales, and with strong existing relationships and network of contacts within the corporate and TMC markets.

This role will require the ability to build new partnerships, develop opportunities and grow the current customer base to increase corporate business to our portfolio of hotels around the world.

To be successful in this role, you will need strong communication and negotiation skills to successfully develop this role and increase corporate business, and in conjunction with existing partners, identify new business and potential opportunities out of Sydney, Melbourne, Adelaide, Perth and Brisbane.

A sound knowledge of managing tenders, and the corporate RFP processes, such as Nexus and Lanyon will be required and the responsibility of negotiating on behalf of our hotels worldwide on major accounts, as well as maintaining account management through the Delphi system.

This is an opportunity to join a regional team, and take responsibility for developing this corporate role within Australia and also provides the opportunity to develop a career path within the group.

Shangri-La Hotels and Resorts, is one of the world's most respected hotel companies, owns and/or manages close to 100 hotels under the Shangri-La, Kerry and Hotel Jen Brands and has established its brand hallmark of "hospitality from the heart".

Please send resume in confidence to Jenny Williams, Director of Sales and Marketing, Regional Sales Office, Shangri-La Hotels and Resorts on jenny.williams@shangri-la.com

Propping up rupiah

INDONESIA is taking steps to rectify the falling value of its national currency, the rupiah, in a move which will impact visitors.

Effective from the start of next month, all purchases at hotels including room bills as well as air tickets purchased in the country must be paid using rupiahs.

Bank Indonesia is hoping it will boost the rupiah's value by increasing demand and taking reliance off foreign currencies.

Hotels will still be permitted to advertise special offers in USD or another currency depending on the target market, but will settle accounts using the rupiah.

All credit card transactions will also be processed in rupiah.

Last week, local Indonesian cash hit its lowest level in 18 years at 13,384 to the US greenback.

Plonk screens on Stan

SATIRICAL wine themed show *Plonk*, which looks to promote the wine regions of Australia, has today released Season 2 on streaming TV service Stan.

More orders in Paris

AIRCRAFT orders made from the third day of the Paris Air Show were headlined by Ethiopian Airlines signing for six new Boeing 787 Dreamliners.

In addition, Colombian carrier Avianca has signed a deal for the purchase of 62 Airbus A320neo to continue its fleet renewal.

Further, Asian low-cost carrier VietJetAir will receive six further Airbus A321, taking its total to 69.

SVO becomes Vistana

STARWOOD Hotels & Resorts Worldwide has revealed it plans to title its vacation ownership business as Vistana Signature Experiences Inc, once the entity separates from the core company as a standalone business.

Currently, the division is known as Starwood Vacation Ownership.

Vistana will initially encompass 19 vacation ownership resorts & three fractional residences, with other hotel asset inventory likely to be transferred from Starwood as part of the transaction.

WS confirms London

WESTJET has boosted its UK network, announcing it will open services to London Gatwick next year on receipt of its first wide-body Boeing 767-300 aircraft.

Canada on the way VIA Rail Plus

THE scenic vistas of Canada will be rolling by for Cassandra McDonald from Flight Centre Wagga Wagga and her son thanks to her win in a VIA Rail incentive courtesy of Rail Plus.

Admitting her passion for rail holidays and the number of pax she has booked on VIA Rail's *The Canadian* journey, McDonald says she was overjoyed at winning the prize and that the journey itself plays a major part in a holiday.

"I have booked so many clients on The Canadian and on rail trips around the world because I think there is something unique about seeing a destination from the perspective of a train."

The sales incentive includes \$5,000 towards airfares, a trip for two in VIA Rail's Prestige Class and accommodation at luxurious Fairmont properties.

Runner-up in the incentive was Josselyn Layton from Harvey World Travel Bribie Island.

McDonald is pictured above right with her prize certificate.



New Pitcairn portal

SOUTH Pacific wholesaler Spacifica Travel has launched a new website which now features travel options to see the remote Pitcairn Island.

Pitcairn will be among a host of Pacific island nations large and small featuring at the South Pacific Tourism Exchange forum which begins in Melbourne today.



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

Q13. What is the name of the new Club Med quarterly magazine?

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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.

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

CORPORATE ACCOUNT MANAGEMENT

ACCOUNT MANAGER

MELBOURNE – SALARY PACKAGE TO \$75K+ (OTE)

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.

JOIN IN ON THE SUCCESS

SALES EXECUTIVE – SA/WA

ADL or PER – SALARY PKG TO \$65K+ CAR + COMM PKG

Are you a proven sales professional in Adelaide or Perth looking for a new product to promote? Responsible for the SA/WA 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. Frequent travel req'd.

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.

SME MARKET – GLOBAL TMC

BUSINESS SOLUTIONS MANAGER (CORPORATE SALES)

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.

INDUSTRY SALES NEVER LOOKED SO GOOD

BUSINESS DEVELOPMENT MANAGER

SYDNEY – PACKAGES FROM \$70K + 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.

COME ALONG FOR THE RIDE

CORPORATE TRAVEL OPERATIONS MANAGER

SYDNEY – \$85K - \$95K PACKAGE

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!

PASSION FOR PRODUCT!

PRODUCT MANAGER

BRISBANE – \$80K

Are you experienced in product management? We have a rare opportunity to join this travel company as a Product Manager. You will be responsible for managing the delivery of a number of products as well as the negotiation of wholesale contracts and promotional activity with suppliers.

Strong understanding of the wholesale travel sector, negotiation & relationship building skills required. If you are passionate about product then we want to hear from you!

SEEK AND YOU SHALL FIND!

SALES EXECUTIVE

BRISBANE – \$60K + CAR + BONUSES + MORE!

An amazing opportunity exists to join this market leader as a Sales Executive. Managing a territory you will be self-motivated and build strong ongoing relationships identifying new opportunities, networking, educating and training to increase sales and grow revenue. A great package is on offer. You will need previous experience in the travel industry as a sales exec, strong network of contacts, amazing relationship building skills & be determined to succeed.

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Working in partnership with the Australian Travel Industry

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.

Reservations Consultant - Wholesale

Sydney, \$40K, Ref: 1997SJ2

If you are looking for a new challenge and wish to be part of an Industry Leading Wholesale Travel company then this is the role for you. Our client is looking for an FIT tailor made consultant to join their fun and social reservations team. If you have a good eye for detail with great time management skills then this exciting role could be yours. As a sales superstar you will be able to cross sell & upsell. Excellent salary package on offer for the right person, Central CBD location!!

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

Inbound Travel Consultant

Melbourne, \$competitive, Ref: 1767KF3

Come and join this reputable and dynamic inbound wholesale travel company located in the Inner Suburbs of Melbourne. A great opportunity has arisen for an inbound travel consultant to join this fantastic travel company. You will have previous inbound travel consulting experience ideally from the APAC region, excellent communication skills and a fantastic ability to think outside the square. This is a rare role for Melbourne and we need exceptional people for this outstanding team.

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

State Sales Executive SA/WA

Adelaide, \$65K pkge + bonus + car, Ref: 1777DV1

Do you love a life on the road? We need a state sales executive to look after both SA & WA! The successful and experienced travel professional 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 constantly on a rota basis between the states. A role for those who can present confidently & enjoy client interaction!

For more information please call Dave 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.

Urgent Temp Event & Groups Coordinator

Melbourne, Great Hourly\$, Ref: 1784MD1

Urgent! We are seeking a confident, driven and experienced events and group travel coordinator for a temporary assignment up to 3 weeks. We want candidates from a MICE/groups travel background - who have a strong understanding of the industry! For those that thrive in a busy environment please look no further. This position must be filled ASAP! Must be proficient on Sabre and have used Events Air/Pro or similar to be successful. Great hourly rate and Monday to Friday hours on offer!

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

Corporate Travel Consultant

Perth, \$55-60k, Ref: 1722LB5

My client is a leading independent agency that is looking for another amazing consultant to add to their team! Those with fares and ticketing is a bonus as is a strong knowledge of international destinations including cruise. My client is looking for a consultant that knows how to handle corporate accounts and enquires. The most important value here will be your excellent silver service & proactive approach! If you have 2 years plus experience in corporate travel then get in touch!

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



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