

# SELL. EARN. WIN.



[aviatorsclub.virginaustralia.com](http://aviatorsclub.virginaustralia.com)

**21 MAY - 8 JULY 2015**

It's not too late to join Virgin Australia's Aviators Club, an exclusive online auction rewards experience created just for our travel agent partners. Sell and ticket flights on Virgin Australia (795) ticket stock to earn Points. New auctions are added weekly, so there are still plenty of opportunities to earn rewards. The more you sell, the more Points you have to bid on a great range of auction items.

## THIS WEEK'S FEATURE AUCTION

SAMSUNG HOME THEATRE SYSTEM



## MAJOR PRIZE

KEEP SELLING AND YOU COULD WIN

# \$10,000 CASH<sup>^</sup>

Top our High Sellers Leaderboard by selling and ticketing the highest base fare revenue on Virgin Australia (795) ticket stock between 21 May and 8 July 2015 and you'll win our major prize of \$10,000 cash!<sup>^</sup>

Terms and conditions apply. Open to Aust. residents 18+ employed as a travel agent at a travel agency in Australia (excluding Online Travel Agents), with valid individual work email address (generic agency or shared emails are invalid). Agency/group registrations are not allowed. Must still be employed by the same employer at the time of the relevant draw. Programme commences on 21/05/2015 and ends at 11.59pm AEST on 08/07/2015 ("Programme Period"). Participants will earn Programme Points when they sell and ticket flights on Virgin Australia (795) ticket stock through a Global Distribution System during the Programme Period ("Eligible Flights"). Individuals who register by 11.59pm AEST 27/5/15 will automatically receive an entry to the Early Registration Draw. Draws at L5, 492 St Kilda Rd, Melbourne 3004, at 3pm AEST. Participants will receive 1 entry to the Second Chance Draw per 100 Participation Points remaining at the end of the Programme Period. Second Chance draw prizes: 15 x 12 Month Magazine Subscriptions (RRP 107.40 per prize), 13 x Iconic Gift Vouchers (RRP \$250 per prize) and 11 x Double Gold Class Movie Vouchers (RRP \$79.80 per prize) redeemable at Event, Village, Greater Union or Birch Carroll & Coyle cinema with Gold Class Facilities in Australia. Standard Voucher use terms and conditions apply at [http://cdn.eventcinemas.com.au/Content/images/giftcards/EventWeb\\_GCvoucherTCs.pdf](http://cdn.eventcinemas.com.au/Content/images/giftcards/EventWeb_GCvoucherTCs.pdf). <sup>^</sup>The Participant who achieves the highest sales, calculated on Base Fare in Australian dollars, of ticketed revenue for Eligible Flights (on a single valid account) ticketed during the Programme Period, will receive AU\$10,000, awarded in the form of electronic funds transfer into their nominated account. "Base Fare" means a fare exclusive of Ticket Taxes and GST. If there is a tie, the cash prize will be divided equally between the tied Participants. The winner will be announced on 31/07/2015 at Virgin Australia offices, Level 5, 7-15 Macquarie Place Sydney, NSW Australia. Promoter: Virgin Australia Airlines Pty Ltd (ABN 36 090 670 965) of 56 Edmondstone Rd, Bowen Hills, Qld 4006. Permits: NSW Permit No. LTPS/15/03284, VIC Permit No. 15/952, ACT Permit No. TP15/05701, SA Permit No. T15/724. See <http://aviatorsclub.virginaustralia.com> for full terms and conditions.

**jito**  
www.jito.co

passively looking...  
don't miss your  
dream job, register  
and set up job  
alerts today

jobs in travel,  
hospitality & tourism

post a job view jobs

# Travel Daily

First with the news

Tuesday 23rd June 2015

Alison joined because she's  
a mumpreneur at heart

Every agent has  
a reason to join

**MTA** mobile  
travel  
agents  
Call 1300 682 000  
Visit join.mtatravel.com.au



## Your chance to win with Etihad Airways!

Simply sell Etihad Airways  
through CVFR Consolidation  
between 1 - 30 June 2015 for  
your chance to win!

Click  
for more  
details



الإتihad  
**ETIHAD**  
AIRWAYS  
ABU DHABI

**CVFR**  
CONSOLIDATION  
SERVICES

## FLT tips profit downgrade

**FLIGHT** Centre Travel Group today revealed sluggish conditions in the Australian leisure sector & lower gross margins and revenues as contributing factors for an expected 4.4% drop in mid-point profit expectations, now forecast to be between \$355m-\$365m.

In a market update relating to its 2014/15 fiscal year outlook (**TD** breaking news), FLT said it will achieve record TTV in its 10 global businesses, while its UK, US, Singapore & South Africa ops are on track to deliver record earning before interest and tax (EBIT).

The fiscal year will also be highlighted by a record year-end company cash balance in excess of \$500 million.

In Australia, TTV will top last

year's sales milestone - tipped to be up "about 3%" - but EBIT will fall short of last year's record.

FLT md Graham Turner said int'l business will deliver solid profit growth & corporate travel results "have generally been reasonable", but a downturn in the resources sector continues to affect results in WA & the Australian corporate travel market.

While there have been signs of recovery in Australian leisure sales in the second half of 14/15, "to date, the company's share of the leisure travel recovery has not kept pace with the market and it has not experienced the traditional uplift in business activity during the key May and June months," Flight Centre said.

To help stimulate travel demand, a range of new products and initiatives have been rolled out by Flight Centre- see **page six**.

### Today's issue of **TD**

**Travel Daily** today has nine pages of news, a photo page from **Skyteam**, a cover wrap for **Virgin Australia**, coverage from **ATE 2015** on **pages 3, 4** and **5**, plus full pages from:

- AA Appointments jobs
- inPlace Recruitment
- One&Only Hayman Island

### Home theatre auction

**VIRGIN** Australia's Aviators Club for travel agents is this week giving away a Samsung Home Theatre System - see the **cover** wrap for details on how to enter.

**EvergreenTours**  
A World of Discovery

Earn  
\$50  
Reward  
Points  
Now



Inspect the newest  
Starship on the rivers

Click here to Learn &  
Earn \$50 reward points >

## New Caledonia Escape Winter SALE!

Sydney - Noumea in under 3 hours \$549\*  
Brisbane - Noumea in just over 2 hours \$599\*  
Melbourne - Noumea in under 4 hours \$599\*

\*All fares are return and include taxes. Terms and conditions apply.

**Aircalin**  
New Caledonia

aircalin.com

## Explore Australia for less

FREE  
campervan  
upgrade!



from **\$136\***  
per day per campervan

For more information  
visit [www.qhv.com.au](http://www.qhv.com.au)  
\*Conditions apply

No Boundaries  
**Britz**

**Holidays**  
QANTAS

Want more  
freedom and flexibility  
in your job?

PHONE A  
**friend**  
and find work/life balance  
**03 9034 7071**

travel counsellors



With us...it's personal





FOR THE HOTTEST EXECUTIVE ROLES  
CONTACT OUR DEDICATED  
EXECUTIVES DIVISION ON

02 9231 2825

OR VISIT US AT

[www.aaappointments.com.au](http://www.aaappointments.com.au)

# Travel Daily

First with the news

Tuesday 23rd June 2015



## Topdeck Aus on sale

**YOUTH** travel specialist Topdeck is offering a 15% discount on a range of its Australian tours, when booked before 10 Jul.

Among the discounted options is the 26-day Grand Aussie tour, now \$3,756pp on select dates.

## Kuoni assets sold to REWE

**SWISS** travel giant Kuoni Group has announced the sale of all its tour operators, specialists and travel agency units in Switzerland, the UK, Scandinavia/Finland and Benelux to DER Touristik, the travel division of REWE Group.

The German company will acquire all of the approx 2,350 full-time employees, with the deal seeing the tour operating businesses continue to trade under their existing brands.

REWE Group was founded in Cologne in 1927 & is a diversified entity with retail (primarily supermarket chains) and tourism operations in 12 European nations.

Travel brands include ITS, Dertour, clevertours.com and hotel brands Ili Hotels, Club Calimera and PrimaSol Hotels.

With a workforce of 333,000 in 2014, the multinational generated a turnover of more than 51 billion euros.

The transaction, which is subject

to approval by competition authorities in the European Union and Switzerland, will also include airline Novair and Canary Islands sports resort Fuerteventura.

CEO of Kuoni Group Peter Meier said the REWE Group would integrate the businesses into its own growth strategy.

"I am pleased that with this sale we have found an ideal, forward-looking, long-term solution for our customers and employees," Meier said overnight.

"DER Touristik sees the acquisition as an ideal addition to its sales operation, giving it new competitive advantages in the beach holiday business as well as in international purchasing of flight, hotel and other customer services," Kuoni Group said.

The purchase price and contract details have yet to be disclosed.

Kuoni announced it was offloading its travel divisions in Jan (**TD** 15 Jan) and said it expects to complete the search for a buyer of its remaining tour operating businesses in India and Hong Kong/China later this year.

## MK ceo to Fiji Airways

**FIJI** Airways has today named its new ceo and managing director as Andre Viljoen, the current ceo of Air Mauritius.

Viljoen has 33 years experience in the airline and tourism industry, including the past 4.5 years in the top job with the Mauritian carrier.

Chairman of Fiji Airways Nalin Patel said the airline was pleased to have secured someone with Viljoen's credentials, which saw MK restored to profitability and attain a Skytrax 4 Star rating for its product and service.

Attorney General and Minister for Public Enterprises (and former Tourism Minister) Aiyaz Sayed-Khaiyum said "this is an outstanding choice and we look forward, under his leadership, to expanding the airline's footprint into other international hubs."

Viljoen will commence in the role at FJ before 01 Oct.

## NLK tender extension

**THE** Dept of Infrastructure and Regional Development has pushed back the closing date for the provision of airline services to Norfolk Island from 09 to 29 Jul.

**NATURAL FOCUS**  
SAFARIS

**OUR 2015/16  
INDIA BROCHURE  
IS OUT NOW!**



Incredible India

**We are the experts in tailor made safaris and tours.**

Contact  
Natural Focus Safaris  
on 1300 363 302  
email [info@awsnfs.com](mailto:info@awsnfs.com)  
[www.naturalfocussafaris.com.au](http://www.naturalfocussafaris.com.au)  
Order brochures:  
[www.tifs.com.au](http://www.tifs.com.au)

## VA AUH clarification

**VIRGIN** Australia has clarified its suspension of services on the Sydney-Abu Dhabi route - as flagged first by **TD** yesterday - excludes the peak holiday season.

VA29 SYD/AUH and VA30 AUH/SYD will be suspended between 27 Oct and 16 Dec inclusive, and then again from 02 Feb to 06 Apr.

A VA spokesperson told **TD** its Boeing 777s were being refitted over the periods - see **page 3**.

## Cruise guru? Embark on your own business with TravelManagers.



If cruise travel is your speciality, earn what you deserve by becoming a personal travel manager. Surround yourself with people who are going to lift you higher! Visit: [join.travelmanagers.com.au](http://join.travelmanagers.com.au)

Call Suzanne or Grace on  
**1800 019 599**

Find out how you can earn more



Travel  
Managers  
As individual  
as you are

## The Package King



## Maximise your conversions

Convert more enquiries to bookings with our Exclusive Package Discounts, thousands of hotels with instant last-room-availability plus our Special Bonuses. Flight + Hotel, Self-Drive, Touring and Train Packages. Get the full range of brochures from Brochure Flow. Bookings [discoverAustralia.com](http://discoverAustralia.com) or **1800 73 2000**.

**Discover Australia**  
HOLIDAYS

**APT** UNFORGETTABLE EUROPE CRUISING 2015



[CLICK HERE TO DISCOVER MORE](#)

# Travel Daily

First with the news

Tuesday 23rd June 2015

**BREAKAWAY** International Travel Industry Club **HAWAIIAN AIRLINES**

**REDUCED! Hawaiian Airlines industry rates.**  
Valid for sales and departures until further notice!  
From **\$299\* pp. plus taxes**  
\* Conditions Apply.

[CLICK HERE for further details](#)

## Vale Capt John Foley

**CRUISE** industry icon Captain John Foley - a strong advocate for the growth of the sector in his home state of Queensland - has passed away after a cancer battle.

Among Foley's achievements and accolades was the position of Honorary Cruise Ambassador for Tourism & Events Queensland, also steering some of the largest ships to navigate the Barrier Reef.

Funeral details for Captain John Foley have not yet been advised.

## VA overhauls Prem Economy

**THE** team at Virgin Australia had every reason to smile at ATE15 yesterday following the news of a \$50m commercial agreement with Tourism Australia (TD yesterday).

The airline used the Australian Tourism Exchange to unveil a redesign of its Premium Economy cabin which will be available onboard its Boeing 777 fleet from Nov this year, alongside its new Business Class suites.

The new Premium Economy product will feature an intimate cabin size of 24 seats, a seat pitch of 41 inches with more legroom and a plated meal service inspired by Business Class, complemented with a selection of wines.

"We are confident that this will be the best Premium Economy experience flying from Australia across the Pacific", VA chief customer officer Mark Hassell told media at ATE15 yesterday.

Additionally, guests will have access to a Premium Larder for self-service food and beverage; gourmet hot drinks, dedicated check-in, priority boarding and baggage (up to 64kg) and the services of trained crew in Premium Economy.

**MEANWHILE**, ATE15 guests also had the opportunity to get a feel of the airline's fully flat



Business Class suites, "which we reinvented to set a new standard for this product", added Hassell.

Virgin Australia's corporate market currently equates to 25% of the airline's business, however following the latest cabin developments, the carrier is hopeful of obtaining a greater slice of the corporate and government business.

**Pictured** proudly showcasing the new Business Class offering at ATE15 is VA marketing advisor - Leisure, Chris Hole.

More from ATE on **pages 4 & 5**.



## Window Seat

**COMPANIES** are always pairing up with each other for a variety of research projects, ventures and collaborations, but Expedia has linked with a rather unique organisation for a new project.

The online travel giant has swiped right and hooked up with none other than Tinder to conduct a study on American attitudes to travel and romance.

Given the rather amusing title of 'Foreign Affairs Study 2015,' the poll asked 1,000 Americans a number of questions including at which point in a relationship a couple should go on a holiday.

Also on the poll was whether one would go on a holiday with the other's parents and which city the best looking people on the planet reside.

Results revealed Los Angeles as home to the world's most eligible dating population, ahead of Paris, Miami & Rome.

The cities most likely to see poll respondents swipe left are in Istanbul, Seoul & Hong Kong.

## OUT THERE STARTS HERE

YOUR GREAT SERVICE AND OUR GREAT RATES

**Expedia TAAP, that's why your customers keep coming back.**

**Earn great commission and get your clients out there.**



**JOIN TODAY AT**  
[www.expedia.com.au/taap](http://www.expedia.com.au/taap)  
Telephone  
**1800 726 618**  
Email  
[expedia-au@discovertheworld.com.au](mailto:expedia-au@discovertheworld.com.au)

**Expedia TAAP**  
TRAVEL AGENT AFFILIATE PROGRAM

**1000 MILE**  
TRAVEL GROUP

## Mobile Corporate Agency For Travel Agents

For a confidential chat  
call Nicola on 1300 785 682 or email  
[contact@1000miletravel.com.au](mailto:contact@1000miletravel.com.au)



**3 day Flash Sale ends 26 June**

**Tahiti Fly Cruise 9n from \$3,624pp**

[Click here to discover more](#)

**TraveltheWorld**  
The Discerning Traveller

**WINDSTAR**  
CRUISES



Today's issue of **TD** is coming to you from Melbourne, courtesy of Tourism Australia and Tourism Victoria

**TOURISM** Australia md John O'Sullivan has hailed the 36th edition of the Australian Tourism Exchange a massive success.

He told media yesterday, he was "very, very happy with the overwhelming response from the industry to participate in ATE15", attesting the record numbers to bringing the event back to a city, as well as greater awareness of the product offering in Australia.

"It's the first time we've seen an increase of that quantum in ten years," O'Sullivan added.

Following a day of meetings between buyers and sellers at the Melbourne Convention & Exhibition Centre, all 2,500+ delegates were transferred to Melbourne's Central Pier in Docklands for the ATE Showcase Function last night.

Shed 14 was converted into four precincts, enabling guests to get a taste & feel of Melbourne's quality food and wine, live entertainment, arts and culture.

**CLICK HERE** to see **TD**'s gallery of photos from ATE yesterday.

## Melbourne hunts for events

"IF YOU have a major event worth taking, we're coming after it!"

That was the message Victoria's Minister for Tourism and Major Events, The Hon John Eren, had for its competitors during a media briefing at ATE15 yesterday.

"Melbourne is widely regarded as the world's best sporting capital, and the major events calendar is central to our growth plans," Eren remarked.

A whopping \$62m per annum investment is available to attract major events to the city, with the Minister revealing he is targeting show-stoppers such as Major League Baseball, the NBA and smash-hit Broadway musicals.

It's no secret the city is also chasing the NRL Grand Final following last week's record Origin crowd at the Melbourne Cricket Ground, "where Victoria won overall", Eren quipped.

The Int'l Championship Cup being played in Melb next month is expected to attract more than 250,000 spectators to the MCG over three nights of competition.

Events such as the Australian Open, AFL, Asian Cup, Melbourne Grand Prix and Melbourne Cup attract a worldwide TV audience that "advertises Melbourne and makes people want to come and visit here," he added.

**MEANWHILE**, Eren outlined Victoria is planning to launch an "aggressive" campaign in the future "to ensure tourism remains forefront for Victoria".

New IVS data (**TD** yest) shows Victoria welcomed a 15% y-o-y rise in overseas arrivals in 2014, with Eren saying having them stay one extra night in Melbourne was a key strategy for the Govt as it would generate a further \$1 billion to the state's economy.

### NSW events prowess

**DESTINATION** NSW ceo Sandra Chipchase claims the state remains at the forefront of the nation in terms of attracting new major events.

Chipchase referred to growing record passenger arrival figures in the International Visitor Survey (**TD** yest), claiming the state's "world class calendar" was proving to be a fruitful drawcard.

She said recent visits from English football powerhouses Chelsea FC & Tottenham Hotspur and the opening State of Origin match cemented NSW's status.

"We have also just concluded Vivid Sydney, which experienced a record number of visitors equating to a 19 per cent increase on 2014's attendance figures."

Tuesday 23rd June 2015

### QF Lounge reminder

**QANTAS** has posted a "friendly reminder" on its trade website reiterating a message about enforcing dress guidelines during the school holiday period.

"To ensure an enjoyable experience for everyone, minimum smart casual dress guidelines apply to all customers entering our Domestic Qantas Club and Business lounges in Adelaide, Brisbane, Canberra, Melbourne, Perth and Sydney."

QF says its team "will decline entry if some items of clothing are too casual or inappropriate."

"This includes bare feet, thongs, beachwear and clothing with offensive images or slogans," the Qantas Industry Sales site says.

### Luxperience regos

**REGISTRATIONS** for the annual Luxperience travel trade show close in seven days, organisers of the event are advising.

Being held from 06 to 09 Sep at Australian Technology Park, the number of exhibitors are up 31% on last year - [luxperience.com.au](http://luxperience.com.au).

### Your own Cruise Business

Get the marketing, support and technology you need to be a **Home Based Cruise Specialist**

- ☒ Your own Cruise Website
- ☒ Marketing done for you



find out why Cruise Holidays is a better way to grow your business  
[joincruiseholidays.com.au](http://joincruiseholidays.com.au)



### TRAMADA SUPPORT SPECIALIST

Bestjet.com is looking for an enthusiastic and motivated Tramada Support Specialist to join our Brisbane based head office team. Bring your Tramada skills to Australia's fastest growing online travel agency.

Applications close Friday 3rd July.

To apply email: [team@bestjet.com](mailto:team@bestjet.com)



**2016 USA  
& CANADA**  
INCLUDING LATIN AMERICA

**FIND OUT MORE**

\*Conditions apply

**GLOBUS**

Save  
**10%\***

Book by 15 Sep

## Europe Foodie tours

**FORMER MasterChef 2013** contestant Andrew Prior has expanded his Melbourne-based Queenie's Food Tours to Europe.

The first 13-night fully escorted Culinary Tour of France departs in Sep and visits Paris, Dijon & Lyon, and includes accom, transfers, entry fees and most meals.

Foodies will travel in a small group visiting local markets, speciality gourmet stores, hidden passageways, restaurants and patisseries, also getting involved in cooking classes.

Following the overwhelming interest for his initial tour, Pryor told **Travel Daily** at ATE he will be launching five new European Culinary tours in 2016 at the Brisbane French Festival in Jul. See [queeniesfoodtours.com](http://queeniesfoodtours.com).

## Whitsunday VFR push

**WHITSUNDAYS** Marketing and Development Ltd is calling on locals to entice friends & families from southern states to visit the region via a 'We Wish You Were Here' marketing effort.

# Dream team drive new Tourism Aus initiatives

**OFF** the back of this week's major announcement firming Tourism Australia's \$80m partnership with Virgin Australia and Etihad Airways over the next five years (**TD** yesterday), TA managing director John O'Sullivan is excited at the opportunities that lie ahead to promote Australia to the world.

"Airlines are important partners for Tourism Australia and the tourism industry... and I am very happy to be renewing this partnership with both airlines", he said.

Collectively, Tourism Australia and the airlines will work together to communicate TA's new initiative for the ongoing *There's Nothing Like Australia* campaign.

O'Sullivan said: "We need to remind the world that Australia is one of the best places on earth, and part of our job is reaching consumers and telling a story to encourage visitation - this is about playing to our natural strengths."

According to the latest Google

results, searches for beaches are down by 10%, "so we need to remind the world that when it comes to aquatic assets we can't be beaten," added O'Sullivan.

This year's strategy will see the tourism authority highlight Indigenous Tourism programs commencing next month, as well as promote the country's coastal and aquatic assets including Australia's beaches and wildlife.

Part of Tourism Australia's latest initiative sees the organisation partner with Sir David Attenborough to showcase

Queensland's Great Barrier Reef to the world (**TD** 17 Mar).

O'Sullivan said the parties will continue to focus on food and wine this year following the successful roll out of the recent Restaurant Australia campaign supported by its airline partners.

"This year is shaping up to be our best year yet," said O'Sullivan.

**Pictured** above at ATE15 is Lindsay White, Etihad Airways VP Asia Pacific South & Australasia; John O'Sullivan, Tourism Australia MD and Mark Hassell, VA Chief Customer Officer.



## Win 1 of 24 spots on the Abu Dhabi Mega Famil!



How would you like the opportunity to visit our home, Abu Dhabi, this September? Imagine this: luxurious hotels, stunning beaches, rolling sand dunes and the chance to have a completely unique adventure you'll never forget.

Winning is easy, all you need to do is sell Etihad Airways or Virgin Australia flights to Abu Dhabi and follow the below steps:

- Enter your SuperSeller APIN number on eligible bookings. Not a member yet, register today.
- Keep selling - each ticket sold qualifies for one entry into our draw - the more you sell, the better your chances to win.

A draw will be held at the end of the promotion and 24 lucky winners will be part of the Famil this September. Offer is valid for bookings until 24 July for travel between 1 September and 10 December 2015 to qualify.

Visit [agents.etihad.com](http://agents.etihad.com) for the full itinerary and terms and conditions.



Be our guest.



## Marvelous Sri Lanka famil



**THIS** group of top performing travel agents recently discovered the splendours of Sri Lanka over six days on an abridged version of Travelmarvel's 12-day Splendours of Sri Lanka itinerary.

The country's many sights and attractions were showcased by Travelmarvel's local driver and guides, which included sacred temples, Sigiriya Rock Fortress, green mountains of Kandy, spice gardens & port town of Galle.

**Pictured** at Ahungalla beach, clockwise from top left are

Susie Coughlin, Travelmarvel national sales mgr; Laura Peut, Flight Centre Runaway Bay; Sheryl Wilkinson, helloworld Mandurah Forum; Stuart Lyall, Travelmarvel Asia product mgr; Mario Wijesekera, Travelmarvel tour director; Jenny Mitchell, The Travel Studio; Chloe Boam, Flight Centre Knox; Fenton Ngataierua, Flight Centre Phoenix; Sharon Hungerford, The Travel Agent at Caloundra; Bec Smart, Flight Centre Niddrie and Alex Smith from Echuca Travel Centre.

**the aotgroup**

### Product Coordinator (Melbourne Based)

The AOT Group, Australia's largest privately owned travel company, is looking for a Product Coordinator to play a key role as the link between AOT Inbound and our Inbound wholesale partners. Reporting to the General Manager Product, you will assist with product selections for brochures and websites, maintain our confidential online tariff, sourcing special offers, resolve customer service issues and organise familiarization requests; along with maintaining strong client relationships with both overseas agents and suppliers alike. The successful candidate must be able to work as part of a team whilst also being able to work autonomously with proven time management skills and have a strong attention to detail.

#### To be successful you will possess:

- Sound knowledge of Australian destinations and the tourism industry
- Knowledge of working with Tariffs, specifically calculations
- High level negotiation skills
- Strong problem solving skills
- Decisive and self-starting attitude with energy and motivation;
- A demonstrated record of excellent customer service;
- High level knowledge of Microsoft Word & Excel;
- The ability to build lasting relationships;
- A high level of accuracy and excellent attention to detail;
- Sound analytical skills
- Ability to work under pressure, multi-task, to think outside the square and to meet deadlines.

The successful candidate will have a positive attitude and a drive to succeed in AOT's high level, fast paced environment.

**To apply email [careers@aot.com.au](mailto:careers@aot.com.au) quoting ref 32/15  
Applications will close 5pm Monday, 29/06/2015**

## Deutsche Bahn link

**GENERAL** sales agents of Rail Europe now have a direct connection with Deutsche Bahn, enabling access to a suite of new benefits such as discounted fares of up to 60% off regular prices.

Other advantages of the new connection (**TD 03 Feb**) include lower seat reservation fees (of up to 50% off), access to all night train services, options for ticketing on departure and the ability to book IC buses.

Rail Europe manager for Australasia Ingrid Kocijan said the new direct link will assist agents be more competitive.

"Apart from the added services and being more competitive, we are also thrilled that for the very first time, our GSAs can offer travellers e-tickets (ticket on departure) for the German trains," she says. "This will allow for an even more seamless and convenient service, which travellers will appreciate," Kocijan said this morning.

## DPS speeds welcome

**THREE** new immigration desks have been installed at Denpasar's Ngurah Rai Airport aimed at improving service for Bali arrivals.

## CX re-opens HKG Pier

**CATHAY** Pacific has completed renovations on The Pier First Class lounge at Hong Kong Airport, reopening the facility last week.

The lounge proffers an image of homely comfort centred around a domestic apartment layout, with art pieces, music, food and home-style furniture pieces.

Guests can access a private area offering day suites, dining room, library, business centre and more.

**Travel Daily**  
First with the news

Tuesday 23rd June 2015

## Holiday Inn for Cairns

**MERCURE** Cairns Harbourside in Tropical North Queensland will be rebadged as the Holiday Inn Cairns Harbourside after a deal with the owner was reached by InterContinental Hotels Group.

The 173-room hotel at the north end of the Cairns Esplanade will undergo a refurbishment later this year prior to reopening under its new branding.

It will be the 11th Holiday Inn property in Australia.

## New FLT initiatives

**FLIGHT** Centre Travel Group has announced the nationwide debut of new products such as The Captain's International Airfare Packages, aimed at clearly identifying the bonuses & benefits afforded to customers of the Flight Centre brands.

Other new initiatives include an exclusive Beach Escape range which feature "tried and tested products" comprised of flights, accom, activities and access to a travel concierge before and after the holiday, in addition to a credit towards a future Escape booking.

The Beach Escape initiative will be rolled out next month.

"Essential", "Value" and "Premium" Escape packages will be made available at popular resorts to cater for all travel budgets and styles, FLT said.

Flight Centre is also proactively promoting its suite of airfares via its Widest Choice of Airfares.



**Kingfisher Bay Resort**  
*Fraser Island*

### Group Communications Manager Kingfisher Bay Resort Group, Brisbane Based

The Group Communications Manager has overall responsibility for the successful planning and delivery of publicity, content creation, strategic communications and reputation management strategies which supports our sales and marketing initiatives as well as our brand positioning.

This Brisbane based opportunity will see the successful candidate not only managing day-to-day SEO-compliant content creation for the group but also the hosting of media famils and generation of positive stories for our two resorts, touring and marine businesses.

A degree qualification as well as relevant industry experience in a similar role is vital to apply.

For more information please contact Aimee Crampton on  
[recruitment@kingfisherbay.com](mailto:recruitment@kingfisherbay.com)



**WE ARE** only a week away from the end of the financial year and for those in the travel industry with a turnover of less than \$2 million, you might want to think about how the year has gone and if you need anything new for the business. I am referring to the \$20,000 capital write-off provision in the recent federal budget in which small businesses (classified by a turnover of less than \$2 million - check with your tax advisor) can purchase capital items up to the value of \$20,000 and write them off this financial year.

The advertising of some of the largest electrical retailers and office supply companies has been amazing as they try to draw in those who have access to this tax write off. When you think about it, it's a good deal for a small business in that if there are items the business needs, now is the time to go get them. I suspect we will see lots of small businesses driving around in the new vans that cost less than \$20,000 and no doubt plenty of plasma screens for the window displays and computers for all sorts of uses. The idea behind this tax write off is to get small business spending on things they need and provide the economy with a big boost.

Time will tell if it has worked, but in my mind if you are in the position of being able to take advantage of this "deal" from the government, you have just seven days left to buy these items. It is rare that small business is provided with any identifiable benefit from the government, as generally the government across the country just want small business to fill out forms and comply with all sorts of red tape. At least now, a small business can buy a new laptop, write off the full cost this year and be happy about filling out the forms and dealing with all other regulatory requirements governments like to place on business, perhaps even while sitting on a new desk chair. So for those lucky small businesses in the travel industry, happy shopping, it's a good time to get all that new stuff you need for your business.

## No more talks for LH

**FURTHER** disruptive strikes will take place by Lufthansa pilots and cabin crew if concessions over pay and retirement benefits are not met before 30 Jun.

The ultimatum comes following the latest breakdown in talks between unions and LH bosses.

Cabin crew union UFO has said its members will strike on 01 Jul if a deal is not reached beforehand - a move which would significantly impact European summer travel.

Lufthansa has again reached out for talks to continue, saying "our joint goal must be to avoid strikes under all circumstances".

## New A&K China trip

**ABERCROMBIE** & Kent has introduced a new small group hosted itinerary to Yunnan and Tibet, departing on 16 Apr 2016. The 11-day springtime journey includes visits to Lijiang, a World Heritage site of cobbled streets & wooden bridges and the Jade Dragon Snow Mountain.

Other highlights include Naxi villages, Buddhist monasteries, temples and forts.

It's priced at \$8,995ppts - see [www.abercrombiekent.com.au](http://www.abercrombiekent.com.au).

## Grey Nomads trends

**COUPLES** are more than twice as likely to stay in a caravan or motorhome on a domestic holiday than stay in a tent on a camping trip, a study from Roy Morgan Research found.

The Camping Vs Caravans poll of 8,425 Australians aged 14+ noted friends or groups of friends were six times more likely to camp out in a tent, with the accom style also popular among families with kids or other family members.

Regardless, camping or caravans are in the strong minority for total domestic lodging, outweighed by friends' homes and hotels/motels.

However, camping was popular among solo travellers.

Roy Morgan Research group account director Angela Smith said older Australians were far less enamoured with camping as "they're too busy hitting the road in their caravan!"

## Success on Norfolk

**ARRIVAL** figures for Norfolk Island have revealed a 30% spike for the month of May as the island garners new markets, Norfolk Island Tourism said.

## CTM taken out to the ball game



## Travel strong in Mar

**SHORT-TERM** visitor arrivals & resident departures both proved fertile ground in Mar, according to the latest figures from the Australian Bureau of Statistics.

Trend estimate arrival figures for Mar spiked 6.7% compared to the prior year, recording 606,000 passenger movements.

While China continued strong growth of 18.8% year-on-year, it was India which claimed the title for most improved, up 34.1% with 207,000 arrivals recorded.

New Zealand remained at the top of the tree however, with well over one million welcomed.

Other nations recording growth included traditional markets such as the UK and USA, while Hong Kong and South Korea were up.

Singapore and Malaysia, both powerhouses of recent times, declined 4.8% and 5.9%, while Japan also contracted 1.4%.

On the flip side, Japan was the clear favourite destination among outbound resident departures from Australia, with a 19.2% spike in outgoing passengers to Japan.

The top three for departures were New Zealand, Indonesia and the USA, with Thailand and Singapore both going backwards.

**FIRMLY** flying the flag of Dallas-based Major League Baseball franchise Texas Rangers, this group of 25 top corporate sellers were recently rewarded with a famil trip to Dallas Fort Worth.

The baseball was just one of the activities enjoyed during the trip, as the group cheered on the team against the Boston Red Sox (pictured above), although the 5-1 upset away win wasn't what the Rangers wanted.

Qantas, American Airlines and Sabre Travel Network sponsored the All-Stars trip, with QF flying the group straight to Dallas on its Airbus A380 superjumbo and seeing the exciting AA cargo hold.

In Dallas, the All-Stars stayed at Marriott's The Worthington Renaissance Fort Worth Hotel.

The group toured DFW Airport on arrival, enjoyed shopping sprees at the Grand Prairie Centre and Fort Worth Stockyards.

## Fairmont into Ajman

**LUXURY** hotel brand Fairmont has expanded its reach into the Arabian Peninsula, opening the 252-room Fairmont Ajman, UAE.

The property sits on the Arabian Gulf in the nation's smallest emirate, which neighbours Dubai.



**buying or selling a travel business?**

**eMerge: for buyers | travel business assessment and valuation |**

**eMerge: for sellers | valuation and prospectus preparation |**

**Jazoodle**  
info@jazoodle.com



See eMerge on YouTube  
Or visit [jazoodle.com](http://jazoodle.com)



# SkyTeam celebrates 15 years, and counting...

**THE** SkyTeam global airline alliance is celebrating 15 years since its inception with members in Australia marking the occasion with a special event at Korean Air's offices in Sydney.

Launched in 2000, SkyTeam originally consisted of three airlines - Air France-KLM, Delta Air Lines and Korean Air - evolving to 20, the latest member being Garuda Indonesia which joined the fold in Mar 2014.

As of today, SkyTeam spans 1,052 destinations in 177 countries, operating 629 lounges and approximately 16,323 daily departures.

SkyTeam is a cohesive alliance offering strong cooperation between member airlines in the form of Around the World fares, Global Meetings and

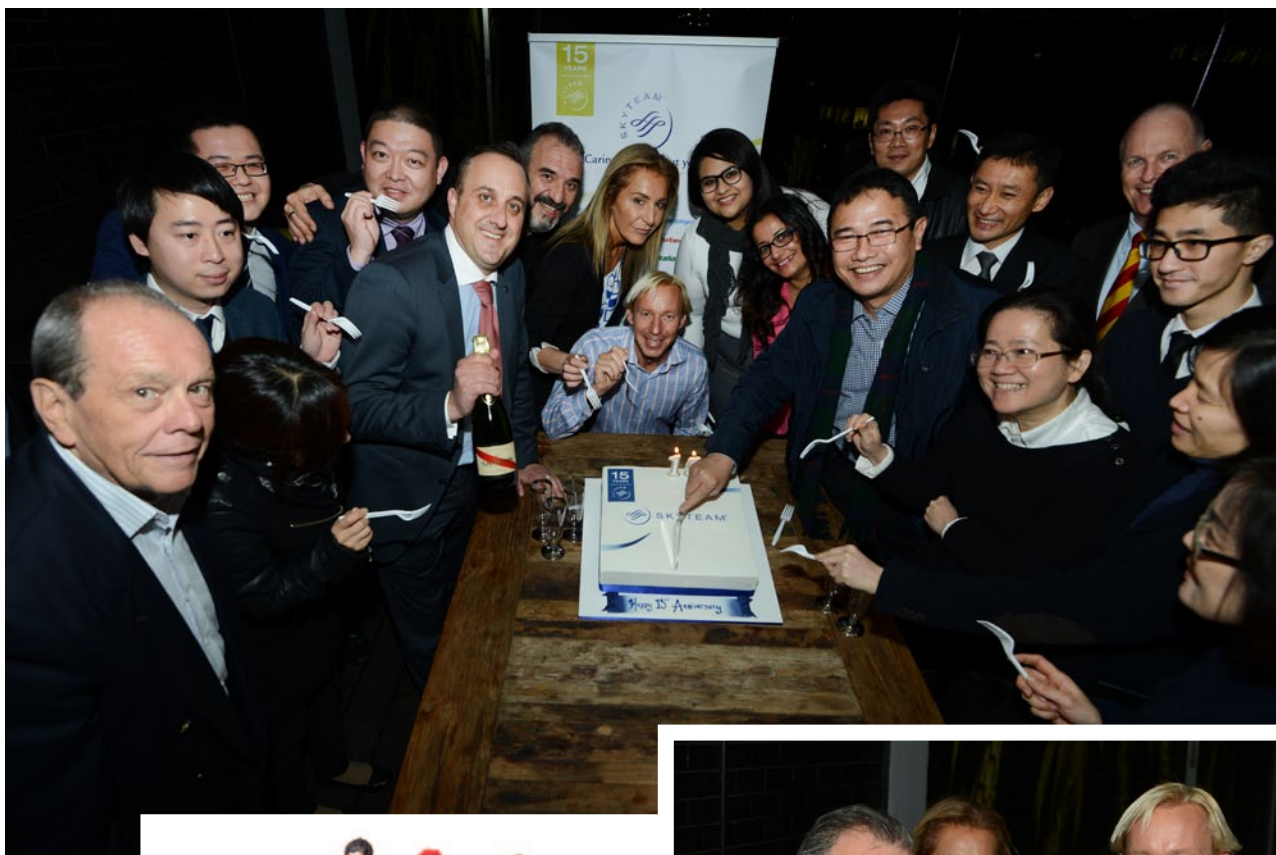
Sky Priority check-in and boarding procedures.

In Jan, SkyTeam elevated its presence locally by opening the Sydney SkyTeam Lounge.

Many of the airlines' sales & marketing executives gathered with Garuda Indonesia's regional vice president for Australia, New Zealand and South West Pacific Uun Setiwan who is **pictured** below cutting a cake to commemorate the milestone.

**Travel Daily**  
First with the news

Tuesday 23rd June 2015



**RIGHT:** Cabin crew from SkyTeam's 20 member airlines, which include Aeroflot, Aerolineas Argentinas, Aeromexico, Air Europa, Air France, Alitalia, China Airlines, China Eastern, China Southern, Czech Airlines, Delta Air Lines, Garuda Indonesia, Kenya Airways, KLM Royal Dutch Airlines, Korean Air, Middle East Airlines, Saudia, Tarom, Vietnam Airlines and Xiamen Airlines.



**ABOVE:** Opening a celebratory bottle of Mumm Champagne is Maurizio Fabrizi from SkyTeam founding member, Air France-KLM Royal Dutch Airlines, watched on by Kelly Marsters, Czech Airlines and Jaakko Nuutinen from Aeroflot.



**LEFT:** Cheers! All the SkyTeam girls enjoying champagne during the birthday party.

**RIGHT:** Ready to tuck into the commemorative cake are Sylvia Rhee and Christine Kwon from Korean Air.





## Short sale for Cebu

**FILIPINO** carrier Cebu Pacific is offering seats between Sydney and Manila from \$159 one way in a short sale only available to book until 25 Jun for travel to 31 Aug.

## Indian agents see Port Stephens



**ABOVE:** A group of travel agents from India saw there really was nothing like Australia during a fam to Port Stephens in NSW. Destination NSW joined with Destination Port Stephens to plan the visit and help promote the region north of Sydney in India. The group are pictured above onboard Moonshadow Cruises.

## Toll shifts to Qantas

**VIRGIN** Australia has reacted to the loss of a major air freight contract by Toll Holdings by unveiling its own freight division, dubbed Virgin Australia Cargo. It will launch from 01 Jul, the day after Toll moves its business to arch-rival Qantas.

VA will transport cargo in the bellies of its Boeing 737, Airbus A330 and Embraer E190 aircraft, as well as Tigerair's A320 and VA Regional's turboprops & Fokkers. In addition to winning the Toll account, Qantas says it has signed a five-year renewal agreement for transport with Australia Post.

## New nation for Hilton

**SWAZILAND** will open its first Hilton Worldwide brand property in the African nation of Swaziland. A 130-room newbuild will be constructed in the Mbabane CBD, aimed at leisure & business pax.



## 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)

Q16. Name one Club Med in France with a high altitude restaurant.

**Club Med**  **AIRFRANCE**   
Premium all-inclusive resorts Terms & conditions

## Snow deal on one site

**QUEENSTOWN** has launched a centralised Snow Reports page on its official destination website covering the latest info on its four major local skifields.

Featured on [queenstown.com](http://queenstown.com), the site includes info on Coronet Peak, The Remarkables, Cardrona and Treble Cone.

Information includes webcam shots updated every 15 minutes, snow levels, road conditions and links to more detailed reports.

## Ecuador all you need

A **SECOND** phase of the \$11.6 million 'All You Need is Ecuador' campaign has kicked off in Australia as the country aims to grow its awareness in this market.

The latest push by the Ecuador Ministry of Tourism is encouraging Aussies to disconnect from digital devices and "feel" the cultural & scenic wonders of the country.

Ecuador is aiming to elevate tourism to become the nation's major non-oil revenue producer, with Australia one of seven global markets to see advertising.

## Excite-ing tech spend

**FIFTEEN** new developers have been hired by Excite Holidays as the B2B wholesaler continues to refine its technology division.

It comes as part of a \$1 million investment in technology and boosts developer staff numbers from 30 to more than 45.

The announcement comes as executives from the company's global offices flew in to Sydney for a three-day sales & marketing summit at its Sydney head office.

A raft of new enhancements to Excite's travel agent booking software are planned as part of the growing investments in tech.

## New SiteMinder pact

**HOTEL** cloud booking facilitator SiteMinder has further bolstered its presence in SE Asia, forming a new pact with hotel management firm Compass Hospitality.

Compass operates & represents 42 hotels in Thailand & Malaysia, with 15 more forthcoming.

The firm also recently expanded into the UK with two new luxury boutique signings in London.



Sponsored by:



## CONGRATULATIONS

**Cassandra Attwood**  
from TravelEdge

Cassandra is the top point scorer for Round 15 of *Travel Daily's* NRL industry footy tipping competition. Cassandra has won a double pass to Taronga Zoo.



## Major Prize:

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

*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)

*Travel Daily* is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of *Travel Daily* no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

**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)

Part of the Travel Daily group of publications.

*Travel Daily*  **CRUISE**  **travelBulletin**   **Pharmacy DAILY**  





## SHAKEN, NOT STIRRED

Are you an exceptional Travel Agent?  
Do you outshine your team mates? AA is currently recruiting  
shining stars that are not afraid of a new challenge.

**FOR ALL THE BEST VACANCIES VISIT [www.aaappointments.com.au](http://www.aaappointments.com.au)**

NSW & ACT - 02 9231 6377 - [apply@aaappointments.com.au](mailto:apply@aaappointments.com.au)  
VIC, WA & SA - 03 9670 2577 - [recruit@aaappointments.com.au](mailto:recruit@aaappointments.com.au)  
QLD - 07 3229 9600 - [employment@aaappointments.com.au](mailto:employment@aaappointments.com.au)

### **BREAK FREE OF TRAVEL CONSULTING JOIN AA - TRAVEL RECRUITMENT CONSULTANT MELBOURNE & BRISBANE GENEROUS SALARY PACKAGE**

Tired of booking holidays? Want to stay in the industry but work behind the scenes? Now you can!  
Join our fun team where you will enjoy interviewing candidates and assisting their careers, account management and business development. You will be rewarded with an excellent salary + bonus structure, as well as team perks including shopping vouchers, paid time off, full training and the opportunity to recruit for the best names in the industry.

### **ALL ABOARD, WE NEED ALL CRUISE EXPERTS... WHOLESALE CRUISE CONSULTANT MELBOURNE - SALARY PACKAGE UP TO \$65K OTE**

Sick of the face to face consulting? Step behind the scenes and put your exceptional cruise knowledge to the test. We are seeking an experienced travel consultant with a true passion for cruising. You will assist agents with all bookings and enquiries for some of the world's leading cruise operators. You must have a min 2 years' experience and flexibility to work a rotating roster. In return you will be offered a competitive salary with uncapped earnings, amazing incentives, in house gym and much more!

### **MIX BUSINESS LEISURE WITH WORK PLEASURE RETAIL TRAVEL CONSULTANT SYDNEY HILLS DISTRICT - SAL PACKAGE UP TO \$70K OTE**

This boutique leisure specialist is in search of an experienced consultant to join their knowledgeable team. Assist their loyal repeat or by appointment only clientele with their luxury worldwide requests. From a family trip to Mauritius to a retired couples dream European river cruise; book Flights, Cruises, Rail & Escorted Tours to exclusive destinations. If you have min 4 years high-end consulting exp, solid GDS & fares knowledge you can join this close-knit team & enjoy top bonuses, fab famils & an office closer to home. Apply Now!

### **WANTED! WHOLESALE TRAVEL CONSULTANTS BRISBANE CBD - UP TO \$55K ++ OTE**

Looking for a role where your hard work is rewarded? Want to sell a product you are passionate about? This global wholesaler has roles available in both their domestic and international teams. You will sell a range of destinations and packages in this dynamic office and every day will bring a new challenge. Great career development, superb salary package and the best benefits the industry has to offer! All you need is a min 12 months consulting or reservation experience, proven sales skills, and a great attitude!

### **HIGH END LUXURY - MELBOURNE STH EAST SENIOR LEISURE CONSULTANT MEL - SALARY PACKAGE TO \$60K + INCENTIVE + BONUSES**

This well-established boutique agency is seeking a professional and experienced consultant to join their high end travel office. Working mainly off repeat and referral business, ideally you will have a min. of 4 years' experience with a following of clientele, solid GDS skills, strong knowledge of luxury suppliers and product. In return you will be offered an amazing salary package of up to \$60K DOE + quarterly incentives + end of year bonus! We are in final stages, do not miss this opportunity!!

### **ARE YOU AN AIRFARE & TICKETING EXPERT? TICKETING CONSULTANTS**

#### **MELB & PERTH - SALARY PACKAGE TO \$47K + BENEFITS**

This national industry leader has two exciting opportunities to join their fun and hard-working teams in Melbourne and Perth. Working as a Ticketing Consultant you will assist travel agents with all ticketing enquiries and issue a wide variety of tickets. This is a fast paced environment so you must have previous ticketing experience with strong fares knowledge and great attention to detail. In return you will receive ongoing support & training and great company benefits including a modern CBD office.

### **THE MORE THE MERRIER WITH FUN IN NUMBERS! CORPORATE TRAVEL SPECIALIST**

#### **SYDNEY EASTERN SUBURBS - SALARY PACKAGE DOE**

This specialised agency is searching for two senior corporate consultants to manage either a broad range of accounts or a dedicated portfolio. Either way, you will book intricate domestic and international itineraries often to unusual destinations. If you have minimum 3 years corporate, solid GDS, airfares & preferable ticketing experience, you can enjoy a top salary, Mon-Fri only travel insurance & free parking so avoid the long commute to work. Apply now to reap corporate perks for travel experts.

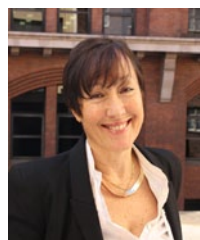
### **JOIN THE BEST ONLINE TRAVEL CONSULTANTS BRISBANE CBD - OTE \$50K ++**

An exciting new opportunity exists to join this dynamic travel company as an online travel consultant. You will be working in a busy office where you'll be handling online enquiries and converting into sales. You will require strong communication skills, high level attention to detail along with delivering exceptional customer service. This position will require you to work weekend and after hours shifts. Superb \$\$ package & benefits! All you need is 2 years consulting experience, proven sales skills & a great attitude!



**Will your new role have  
you jumping for joy?**

**Click here for more jobs!**



Cristina Gines

### **2x Sales Exec Wholesale - WA or SA & NSW**

- ▶ Prestigious tour operator
- ▶ Two positions available
- ▶ Salary to \$60K + super + bonus

This well-established tour operator specialising in Europe, USA and Canada is on the hunt for 2 State Sales Executives. One to cover the NSW territory based in Sydney, the second role is based in either WA or SA covering both Western Australia and South Australia - working alternate weeks in each state.

You will represent this prestigious brand, building on existing relationships and taking advantage of new opportunities within the travel agent network. Your role will involve regular client calls, presentations and consistent communication with the retail travel agents in each of the states in your territory. You will also escort agent educational trips and attend industry events, expos & conferences.

To be successful for this great opportunity, you will need to have a minimum of 2 years' experience in an on-road sales role with demonstrated sales achievements.

Call Cristina or [click here](#) for more details

### **Domestic Corporate Consultant - Sydney**

- ▶ Well respected agency with great mgt team
- ▶ North Shore, close to transport, shops & cafes!
- ▶ Salary from \$45K + super

In this boutique agency you will gain well rounded exp on how a small business operates, thus increasing your skill set. Friendly atmosphere with supportive mgt team.

Call Ben or [click here](#) for more details

### **Media Advertising Sales Agent - Mel/Syd**

- ▶ Melbourne or Sydney location
- ▶ MICE industry
- ▶ Salary from \$60K + super + commission

A well-established MICE industry online publication is seeking a sales agent to manage new & existing client relationships. Work with hotels, venues, products & services in MICE sector.

Call Ben or [click here](#) for more details

### **Social Media Expert - Sydney**

- ▶ New online retail cruising company
- ▶ Northern Beaches location
- ▶ Salary based on experience

Brand new and exciting venture on Sydney's spectacular Northern Beaches. In need of a keen and enthusiastic Social Media Expert to complete their marketing dept.

Call Ben or [click here](#) for more details

### **Client Relations Agent - Sydney**

- ▶ Work Monday to Friday only!
- ▶ Start early, finish early
- ▶ Salary \$50K

Great opportunity to join a highly regarded travel company for an experienced Client Relations Agent. Two out of three roles filled, one to go by the end of June!

Call Ben or [click here](#) for more details

### **Business Development Mgr MICE - Sydney**

- ▶ International Tourism Destination
- ▶ Excellent career growth
- ▶ Salary to \$90K + super + bonus

Develop & secure new business opportunities for the MICE sector for this cosmopolitan int. brand. Build networks to promote this amazing destination in the MICE market.

Call Cristina or [click here](#) for more details





# *One&Only*

HAYMAN ISLAND

*Great Barrier Reef*

## A Time to Celebrate

Our first anniversary celebration comes with the gift of an extra night,  
round-trip yacht transfers and daily breakfast.

*Stay 5 nights for the price of 4 with rates from \$320 per person,  
per night twin-share.*

FOR RESERVATIONS, PLEASE CALL +61 7 4940 1838, EMAIL [RESERVATIONS@ONEANDONLYHAYMANISLAND.COM](mailto:RESERVATIONS@ONEANDONLYHAYMANISLAND.COM),  
VISIT [ONEANDONLYHAYMANISLAND.COM](http://ONEANDONLYHAYMANISLAND.COM) OR CONTACT YOUR PREFERRED TRAVEL PROFESSIONAL.

Terms and conditions: Offer is subject to availability and applicable to new bookings only. Valid for bookings before 1 July 2015 with travel from 1 June to 15 September 2015, black-out dates may apply. Minimum 5-night stay applies. From rate is per person per night twin-share in a One&Only Hayman Lagoon Room including return yacht transfers from Great Barrier Reef Airport and Abell Point Marina and daily breakfast. Rates are available for other room and suite categories. One&Only Hayman Island reserves the right to withdraw the offer at any time. Further terms and conditions apply.