



Entertainment to keep
you mesmerised.
(Or sleeping in your fully-flat bed.)



The new A330 Business Suite
with fully-flat bed.*



*Business Suites (and Panasonic eX3 entertainment systems) are being progressively introduced on A330 aircraft in 2015 and 2016.

QANTAS AIRWAYS LIMITED ABN 16 009 661 901

Yvonne joined
for the support team

Every agent has
a reason to join

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



Travel Daily

First with the news

Thursday 5th March 2015

COOK ISLANDS

Multi Award-winning Destination
+ Incredible Deals
= Happy Travellers

[See deals](#)

NRL kicks off today

HUNDREDS of *Travel Daily* readers have already signed up for the 2015 **TD** NRL Footy Tipping Competition in the lead up to the season opener tonight.

Free for Australasian travel industry staffers, the competition carries a major prize of two tickets to Dubai courtesy of Emirates.

There are also great weekly prizes on offer, so sign up today and enter your tips before 7.55pm at nrl.traveldaily.com.au.

QF Business suite

QANTAS is today promoting its new A330 Business Suite with fully-flat bed - see the **cover page**.

Eight pages of news!

Travel Daily today has eight pages of news & photos, a front cover page for **Qantas** plus full pages: ([click](#))

- AA Appointments jobs
- Travel Trade Recruitment

New industry show venue

THIS year's Travel Industry Exhibition has been relocated to Sydney's Luna Park, with the new location expected to provide a spectacular setting for the show's second year.

Originally planned to be held at the Glebe Island temporary exhibition facility, the new venue will be significantly easier for attendees to access, with organiser Exhibitions and Trade Fairs also confirming that Luna Park is an official "event partner".

Dates for the 2015 Travel Industry Exhibition are unchanged, with the two-day show taking place on 16-17 Jul - just before the National Travel Industry Awards at Sydney's Darling Harbour on Sat 18 Jul.

Key industry suppliers have signed up to participate in the show, with limited space available for the must-attend event which will also include an educational seminar program targeting the

Australian travel industry.

Exhibitors will include agency groups, airlines, tour operators, wholesalers, technology firms, cruise lines, accommodation providers and more.

Registrations are now open at www.travelindustryexpo.com.au.

Travel Daily, *Cruise Weekly*, *travelBulletin* & *Business Events News* are proud to be the official media partners of the show.

Pullman enters Fiji

ACCOR will introduce its upscale Pullman brand to Fiji, today confirming it has signed to manage a multi-million dollar new-build property under development by Gokal Group.

Pullman Nadi Bay Resort & Spa will feature 234 rooms & suites along with six restaurants & bars and is slated to open in 2016.

It will bolster Accor's presence in Fiji to five properties.

Star Alliance signs as NTIA Gold sponsor

AFTA has announced that Star Alliance has joined the list of Gold sponsors for the 2015 National Travel Industry Awards (NTIA).

Star Alliance will sponsor the new 'judged' Best Non-Branded Travel Agency Group award category, created to recognise groups that offer independent agents the chance to be part of a strong and supportive network, while still operating under their own individual business name.

CEO Jayson Westbury said the arrival of Star Alliance to the fold "adds even more prestige" to the industry's 'night of nights'.

Newly elected Star Alliance Country Steering Committee chair Michael Zorbas (**TD** 26 Feb) said the airline group was honoured to sponsor the new award category.

"This new award offers a wonderful opportunity to recognise some of our most valued partners," Zorbas said.

SAY GOODBYE TO
MANUAL CHARGEBACK
RECONCILIATION – AND
THE CREDIT RISK WITH
NEW SABRE
VIRTUAL PAYMENTS

Sabre
pacific

ACHIEVE MORE WITH SABRE PACIFIC

Ph: 1800 005 147 | E: enquiries@sabrepacific.com.au

Economy class Europe on Sale

Return from
\$750
plus taxes
& charges

Published and fully combinable to
our extensive European network.

On sale until 16 March for travel
up to 31 December 2015.

Lufthansa **Austrian** **SWISS**

STAR ALLIANCE MEMBERS

{ FREE NIGHT,
THINK NEXT }

CLICK HERE >> for more information

FREE NIGHT

for every 10 room nights booked -
(uncapped) on all rates and room types

NEXT Hotel® Brisbane, boasting a prime position in the Queen Street Mall, is offering an amazing deal exclusively for travel agents from now until 30 April 2015.

Other sweeteners include:

- 15% commission on gross rates
- 2 return airfares & 5 nights accommodation at the Riva Surya Bangkok for the biggest producing agent

**NEXT
HOTELS®**

BRISBANE



Travel Daily

First with the news

Thursday 5th March 2015



FOR THE HOTTEST EXECUTIVE ROLES
CONTACT OUR DEDICATED
EXECUTIVES DIVISION ON
02 9231 2825
OR VISIT US AT
www.aaappointments.com.au

The Residence to JFK

NEW York City will become the next destination to be served by Etihad Airways' A380 product, with service to begin from 01 Dec.

The launch will see the carrier's innovative three-room Residence product deployed on the route, upgrading one of its two daily flights to the higher capacity jet.

Etihad took delivery of its first A380 in Dec last year (**TD** 19 Dec) and is scheduled to receive a further four this year, with service to Sydney beginning from 01 Jun.

Virgin adds Tamworth

SIX weekly return services between Sydney and Tamworth have been announced by Virgin Australia, to launch on 25 May.

VA said it will operate 68-seat ATR-72 turboprops on the route. "We are delighted to bring competition & choice to Tamworth and the New England Region for the first time since 2001," Virgin Australia ceo John Borghetti said.

IAAX DPS/MEL CASA nod

AIRASIA X will make a second attempt at launching nonstop services from Bali to Melbourne after winning approval from Australian regulators yesterday.

Around two months after its first failed effort (**TD** 29 Dec), AirAsia Group ceo Tony Fernandes said he was "absolutely delighted" the Indonesian offshoot had been given the green light by the Civil Aviation Safety Authority for the "long awaited service".

Indonesia AirAsia X will initially offer twice weekly A330-300 services on the MEL route from Denpasar, boosting frequencies to five starting 01 May.

The aircraft will be configured with 365 Economy class and 12 Business class lie-flat seats.

"We have been working very closely with CASA and are very pleased to have their full approval," Fernandes said.

"We adhere to standard aviation practice in selling the flights but

unfortunately we were caught up by bad timing during Christmas, in which we were not able to rectify the matter in time," Fernandes admitted.

Group ceo of AirAsia X Datuk Kamarudin Meranun said the carrier plans to grow its existing network from Bali to 16 direct onward destinations in Asia.

Launch fares on the DPS/MEL route will be rolled out soon.

Angelya gets Excite-d

B2B wholesaler Excite Holidays has appointed Angelya Vassiliadis-Balaguer to the Athens-based role of operations manager, Greece.

Vassiliadis-Balaguer has many years experience including roles with Dubai Tourism, Luxperience, Sun Island Tours & most recently was national sales manager, ANZ Greece & Mediterranean Centre.

For more of the latest industry appointments, see **page seven**.

Conchita winner

EMMA Guthrie from Journeys By Design is heading to the Eurovision



Song Contest in May, having been chosen as the winner of last month's **Travel Daily** competition.

Emma's entry (**above**) was selected by ANTO because she combined the unique cross-dressing Conchita look with an authentic Austrian dirndl and the Austrian flag.

She will take part in a once-in-a-lifetime global mega-famil attending the event courtesy of the Austrian National Tourist Office and Austrian Airlines.

The Aussie group will also visit Salzburg for the 50th anniversary of the *Sound of Music*.

If you didn't win, don't despair - this month we have a trip to Ireland up for grabs, see **page 8**.

Why JC Holidays?

*We don't send your client
to a destination we've never been to.*

THE GULF STATES & EGYPT SPECIALISTS

jcholidays.com.au



JCHolidays

TravelManagers.
Grow with a
network full
of individuals



P:1800 019 599

E: suzanneL@travelmanagers.com.au
join.travelmanagers.com.au



1+1=2

**THE NEW AND SIMPLE WAY TO
GROW YOUR CRUISE SALES**

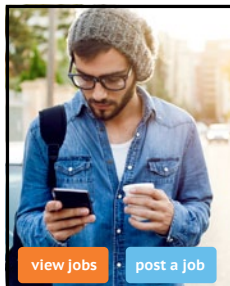
- ✓ **Free service with no ongoing fee**
- ✓ Try a new wholesale cruise system with an amazing range of international packaged cruise content
- ✓ Instant marketing collateral

- ✓ Full reservations support (Average wait less than 60 seconds)
- ✓ Simple and easy to use
- ✓ Independent - we are not linked to any buying group

- ✓ Specialising in international cruise packages - we take the stress out of producing unique product with good margins
- ✓ **Click here** to check out our deals

For Further Information Call 1300 790 942 • www.cruise fusion.com.au





jito
I found my job on jito

“employers reach targeted job seekers. job seekers receive alerts to your mobile”

view jobs • post a job

jobs in travel online
www.jito.co

Travel Daily

First with the news

Thursday 5th March 2015



BREAKAWAY International Travel Industry Club

Carnival FUN FOR ALL. ALL FOR FUN.

Last minute Industry Rates on Carnival Spirit
09 APR 15 – 12 days to Fiji, New Caledonia & Vanuatu. Inside Twin cabin from **\$650***
including taxes and port charges.

* Conditions Apply.

CLICK HERE for further details

Rendezvous change

TFE Hotels has confirmed it will rebrand the Rendezvous Hotel Brisbane in Anzac Square as Adina Apartment Hotel from 01 Apr.

The firm said the repositioning of the property with its “unique and grand style” was more suited towards the Adina brand - one of six in TFE’s family of brands.

During the transition the hotel will continue to operate as usual and “no contracts will be affected due to the change,” TFE said.

RBA slams airline cc fees

THE Reserve Bank of Australia says current fixed-dollar surcharges for airfare credit card payments are “well above the reasonable cost of card acceptance,” with a discussion paper released this week suggesting that caps should be applied to limit the fees.

The ‘Review of Card Payments Regulation’ Issues Paper notes that credit card surcharges “can amount to a very high proportion of the purchase price for lower-cost airfares,” amounting to as much as 8.5% on a \$200 fare.

Jetstar, Qantas, Tiger and Virgin are all cited in the report - along with the taxi industry.

The paper suggests that a simple measure might be to modify regulations so that any surcharges which are not

percentage-based be capped at “some low fixed-dollar amount”.

“It is possible that a change such as this, which would be largely independent of potential other changes in the regulatory framework, could be made relatively quickly,” the report says.

NSW conference push

TOURISM Accommodation Australia has hailed a plan by the NSW Government which will see \$6 million spent to implement a regional conference strategy.

Under the proposal, Destination NSW will establish a new business unit with the aim of attracting more business events to regional centres across NSW.

TAA acting ceo Carol Giuseppe said that lower fuel prices and the high Aussie dollar would drive interest in Australian destinations.

“There is a need to attract more overnight visitors to regional NSW...conferences are an excellent way of achieving that and can have a significant multiplier effect on the wider regional economy,” she said.

Kids free on Euro rail

CHILDREN will travel free in Europe on Eurail, German and BritRail Passes sold via Rail Europe GSAs, effective immediately.

The offer applies to specific age groups (4-11yo Eurail Pass, 6-11yo German Pass and 5-15yo BritRail Pass) and either one or two children when accompanied by a parent/guardian.

A similar deal has been available on the Swiss Travel Pass for some time for kids aged under 16.



Australian Air Holidays®

stunning flightseeing

F50 aircraft

KIMBERLEY 2015



8 days

**Bucaneer Archipelago
Geikie Gorge Cruise
Cable Beach**

CLICK HERE for INFO

Phone 1800 815 906

Full commission on total package fare

CONSULTANT
Gift Card
per booking* **\$100**

*Conditions apply

NZSki lift pass deal

EARLYBIRD lift pass packages for skiers heading to Queenstown this winter are offering savings of up to 40% if bought by 31 Mar.

They give full access to Coronet Peak and The Remarkables - see www.nzski.com/deals.jsp.



SAVENIO
SIGNATURE TRAVEL EXPERIENCES
many places, many paths

Choose your own path

100% Commission, Month to Month Contract,
Access to Virtuoso & Cruiseco.
Become a Savenio (home based) Affiliate.

Call to arrange your private consultation:

Brisbane Fri 6 & 13 March
Gold Coast Wed 11 & 25 March
Melbourne Wed 18 March

Future events in: Sydney, Adelaide, Perth

Andrew Challinor 0409 993 895
National Affiliate Sales Manager

andrew.challinor@savenio.com.au
www.chooseyourownpath.com.au



Australian Air Holidays®

stunning flightseeing

19 pax aircraft

SEAFOOD LOVERS WEEKEND

— IN —

PORT LINCOLN



3 days

**Exclusive Masterclass
Coffin Bay Oysters**

CLICK HERE for INFO

Phone 1800 815 906

Full commission on total package fare

CONSULTANT
Gift Card
per booking* **\$100**

*Conditions apply

5 star luxury takes to the skies!
Book your guests on our B787 Dreamliner and earn 5% commission.



- 2 bags of up to 32kg each
- Priority check-in and boarding
- 75" pitch sleeper seat
- Priority baggage delivery
- Lounge access
- 78.7cm seat width

Destination	Economy (prices from)	Business (prices from)
Nairobi	AUD1400*	AUD 5000*
Johannesburg	AUD 1450*	AUD 5300*
Dar es Salaam	AUD 1450*	AUD 5200*
Addis Ababa	AUD 1450*	AUD 5200*
Entebbe	AUD 1500*	AUD 5500*
Kilimanjaro	AUD 1750*	AUD 5900*

Above prices are per person return, exclusive of taxes and surcharges. Oneworld fares are also available. Refer to your GDS for additional sale destinations in Africa.
*Terms and conditions apply.

For Sale & Ticketing until 31 Mar 15. Book Now!

For more information or to book refer to your GDS or contact Kenya Airways on 1300 787 310. Fares / schedules are subject to change without notice.

Kenya Airways
The Pride of Africa

www.kenya-airways.com

@KenyaAirways

PrideofAfrica

Thursday 5th March 2015

Travellers Choice into Whyalla



TRAVELLERS Choice has welcomed former Travelworld Whyalla agent Don Milne to its network (**TD** 04 Dec), the retailers seventh regional outlet to align with the group in South Australia over the past 12 months.

Rebranded as Whyalla Travel & Cruise, the agency joins Travellers Choices' strengthening presence

in rural parts of the state which now includes Ceduna, Roxby Downs, Naracoote, Port Lincoln, Mount Gambier and Beachport.

Pictured with their new signage from left are the team at Whyalla Travel & Cruise which include Bill Heron, Vivienne Burgess, Ann-Marie Rademaker, Melissa Frick and owner/md Don Milne.



Abercrombie & Kent

Enjoy The Finer Things in Life?

If you have travelled around Australia (and New Zealand) and love the idea of selling high-end luxury travel, we want to hear from you. A&K is internationally recognised as a global leader in adventure travel. For 50 years, we have been pioneers in travel with a strong sense of customer service and innovation.

We are looking for like-minded people with a creative flair, great knowledge and love of Australia and an enthusiasm for providing dream travel experiences. If you have a passion for selling and an understanding of the luxury service industry, contact us now.

Please send your applications to:
contact@abercrombiekent.com.au

Mixed Business Class & Economy Class Fare

ECONOMY / BUSINESS CLASS

London \$ 3,444*

Paris \$ 3,102*

call 1300 332 077 for more details or [Click here to find out more.](#)

Sales Period: Now – 31 March 2015

Travel Period: Now – 30 September 2015

AIR MAURITIUS

*Ex Perth. Terms & Conditions apply.



B787 Dreamliner ECONOMY CLASS

WWW.FLYROYALBRUNEI.COM

ROYAL BRUNEI
AIRLINES

Swine flu India worry

UNITED Arab Emirates citizens have been urged by the nation's Ministry of Foreign Affairs to avoid travel to India as swine flu (H1N1 influenza) spreads across the subcontinent.

India's Health Ministry said more than 1,110 people infected with the virus have died this year.

The disease is most prevalent in Rajasthan where 5,610 cases have been reported, followed by Gujarat (4,614) & Delhi (2,999).

In early Feb, Australia's Dept of Foreign Affairs & Trade said Aussies travelling to India should discuss influenza vaccination requirements with their GP.

UK sells Eurostar slice

THE British Government has sold its 40% stake in cross-channel rail operator Eurostar to a Canadian-led consortium & UK company Hermes Infrastructure for £757 million (AU\$1.48 billion).

The transaction requires a green light from other shareholders and regulatory approval, but is expected to be completed by the second quarter of this year.

QR builds in Pakistan

QATAR Airways is building its presence in Pakistan, announcing overnight three new destinations will come online in Jul and Aug.

The **oneworld** carrier will launch four weekly commercial services to Sialkot starting 16 Jul & thrice weekly flights to Faisalabad and Multan from 17 Jul and 01 Aug respectively.

MEANWHILE, QR took delivery of its second Airbus A350 aircraft yesterday, with a further seven expected to enter its fleet later this year, ceo Akbar Al Baker said.

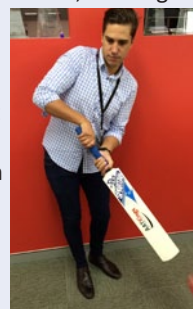
Window Seat

AUSTRALIA is experiencing mixed results in the Cricket World Cup so far, but this hasn't stopped AAT Kings from getting in the spirit of the tournament.

Across the country, passengers touring with the firm are enjoying impromptu games of cricket with tour directors, with the occasional match even taking place in the company's offices at Bondi Junction.

AAT Kings is inviting the trade to join in the fun too, offering a chance to win a branded beach cricket set & cap by sending a fun caption for this photo.

CLICK HERE to enter.



Soul seeks managers

PROPERTY agency Resort Brokers Australia will tomorrow launch an Expression of Interest campaign for hotel or apartment operators keen on taking over management rights to the Soul development in Surfers Paradise.

The rights to the 77-storey beachfront development on the Gold Coast are being opened to the market for the first time and are tipped to set a record fee.

Expressions of Interest will close 06 Apr, with the process overseen by Receivers and Managers at PricewaterhouseCoopers.

Included is associated real estate including reception, two-hatted restaurant and conference space.



Eco-lodge for Prom

INVESTORS and potential operators are sought for a 4-star eco-lodge proposed for mainland Australia's southern-most point, Wilsons Promontory National Park in Victoria.

Currently, some 400,000 people visit Wilsons Promontory annually to explore the park's rainforests, beaches and exotic wildlife but accommodation is limited to camping, caravans and huts.

Dubbed the 'Prom Wilderness Lodge', the project is planned to be built at the only entrance to the Park and will initially feature 40 accommodation units, a central lodge, restaurant, cafe & lounge and outdoor deck with fire pit, providing visitors with new options for overnight stays.

Located 2.5 hours drive from Melbourne, architect Eco-Design says the lodge will offer a "unique Prom experience" and greater access to the region for visitors.

The property's design is such that it can be expanded in future years, owner Tom Tootell said.

Chair of Destination Gippsland Steve Hibbard said "this exciting proposal will begin to address the real demand for quality overnight access to Victoria's National Parks".

Expressions of interest close at 4pm 25 Mar - more details at promwildernesslodge.com.au.

Travel Daily

First with the news

Thursday 5th Mar 2015

Peregrine Arctic brox

TRAVELLERS can spend two nights at Barneo Ice Camp inside the Arctic Circle during Peregrine's North Pole Express itinerary that is taking bookings for Apr 2016.

Trip participants will stay at the remote camp which is built each year and functions as a Russian science and logistics stations.

Guests will meet resident scientists, pilots, mechanics, engineers and explorers.

Such an exclusive itinerary comes with a very exclusive price - \$39,295 per person twin share.

The trip operates on 13 and 15 Apr and features in the newly launched 2016 Arctic program.

See peregrineadventures.com.

Anantara Bangkok

ANANTARA Hotels, Resorts & Spa has added the 354-room Anantara Siam Bangkok Hotel (**TD** 05 Jan) to its global portfolio.

The hotel is located in the heart of Bangkok's Ratchaprasong district opposite the Royal Bangkok Sports Club.

TM brand flooding into market



TRADE partners from the wider travel industry were introduced to the refreshed TravelManagers brand identity at a special event in Sydney late last week.

More than 115 packed into the Sofitel Wentworth Sydney to learn more about the journey in the development of the brand and "As individual as you are" marketing tagline.

The trade launch followed a rollout to the general public earlier this year, also well received and now being proudly displayed on marketing collateral from business cards to car decals.

TravelManagers executive general manager Michael Gazal said the new four-leaf clover

branding reflected the individual and service clients receive from their personal travel manager.

"It's these relationships that every personal travel manager has with each of their clients that gives them the ability to deliver an exclusive service experience that goes far beyond a transactional relationship."

Industry partners in attendance included Susan Haberle, APT and Chris Hamill, DriveAway Holidays.

Pictured above at the launch in centre is Suzanne Hallas and Gabrielle Vicaro from Malaysia Airlines, flanked by TravelManagers executive general manager Michael Gazal and chief executive officer Joe Araullo.

APT IS HIRING!!!

If you enjoy working in a team environment, have strong attention to detail and love giving a 10/10 customer experience then a career at APT awaits you!



The Customer Service Centre is the heartbeat of APT and recently we have seen major growth, from this we are now seeking applications for enthusiastic travel professionals to join us in the Retail, Customer Sales and Flight-desk Teams. Retail and Customer Sales are responsible for the sales and service of travel bookings through both phone and email including International, domestic product and air bookings. The Flight Desk Team are the go-to people to book flights, answer queries and make sure that the best flight option is always provided.

What can you expect working at APT?

- Flexible working arrangements
- Family friendly
- Sell exciting destinations from Antarctica to Zambia
- Vibrant team and culture
- Ongoing training and development
- Career growth and opportunity
- \$\$\$ incentives
- Famil opportunities
- Fun days
- Team building activities
- And much, much more!!!!

If you want to work for a company that is truly interested in your career, well-being and is growing rapidly, then please visit <http://aptouring.applynow.net.au/> or call 03 8526 1778.

Giant crocs come to NT Muster



WILDLIFE of all shapes, sizes and activity levels were on show to Sydney's travel agents as Tourism NT held the first of its NT Muster roadshows for 2015 last night at the Ivy Ballroom.

The room was packed with inquisitive travel agents keen to learn more about the array of tour products available in the NT and to mingle with baby crocs, snakes, goannas and much more.

Fresh produce of the NT was also on show along with activities for agents including a photo booth and mechanical "buffalo".

Tourism NT also used the occasion to launch the latest incarnation of its "Do the NT" campaign, with a new interactive Virtual Journeys website unveiled.

The website features a series of video clips filmed from the first person perspective, showcasing activities and landscapes of the NT from above and on the water.

Visitor numbers to the NT are up 5.7% year-on-year for the year ending Sep 2014, with results from the summer being finalised.

Sydney and Melbourne remain the strongest markets for the NT, with Perth growing strongly.

Tourism NT head of domestic marketing Tony Quarmby told **Travel Daily** the Territory was seeing greater yields from its marketing expenses nationwide.

"Expenditure has gone up, average stay has gone up, so not only are we getting more numbers, we're getting them to stay longer and spend more, which is every tourism body's dream," Quarmby told **TD**.

Pictured above from left is the Tourism NT team is Julieta Vallance, Tony Quarmby, Nicole Mitchell and Becky Walden, with Kathleen Finneran inside the crocodile suit.

For more photos, [CLICK HERE](#).

Fair Trading: read the car rental fine print

THE NSW Department of Fair Trading is advising car rental customers to check the fine print of contracts following 340+ complaints being lodged in 2014.

"Car hire is one of those areas where consumers can be left with a nasty surprise," Trading Minister Matthew Mason-Cox said.

He said it was important that customers were aware of contract terms and conditions, and inspect their vehicle thoroughly & noting any damage in the presence of a car hire company representative before driving away.

"Car hire companies must ensure that their contract terms are fair and clearly stipulate the insurance offered and any excesses," Mason-Cox added.

Hayman Honeymoon

ONE&ONLY Hayman Island has released a new 'Honeymoon Escape' for newlyweds, complete with signature activities.

The three-night experience includes accom in a One-Bedroom Pool Suite featuring a double balcony, daily brekkie & return luxury yacht transfers from Hamilton Island.

Couples will also receive a 'Sunset Escapade' cruise, three-course 'Under the Stars' dining experience by the sea, rainforest or remote beach and a 'Romance Retreat' One&Only Spa treatment in a private cabana.

The package is priced from US\$2,350 per person and is valid for stays through to Mar 2016, excluding black-out dates.

Wake up with Hawaii

CHANNEL Seven breakfast program *Sunrise* will broadcast live from Hawaii next week, in a beachfront office set up at the Hilton Hawaiian Village in Waikiki.

The outside broadcast has been sponsored jointly by Flight Centre, Jetstar & Hawaii Tourism.

Special guests will join the team on different days, while weather broadcasts will take place from different parts of the state.

Turkish adds Abuja

TURKISH Airlines has notched up destination 262, launching new services to Abuja this week.

Services to the Nigerian city operate on a five weekly basis & join Lagos and Kano in the nation.

Red Centre packages

VOYAGES has released two- and three-night packages to Central Australia for travel between 01 Apr and 30 Oct.

The two-night Uluru package leads in at \$252ppts and includes accommodation at Outback Pioneer Hotel at Ayers Rock Resort, airport transfers, free daily Indigenous Guest activities, plus children under 15 stay free.

Priced from \$357ppts, the three night Red Centre offer includes two nights at Ayers Rock Resort with return airport transfers and one night at Kings Canyon Resort.

To access Kings Canyon Resort, optional car hire (with unlimited kms) is priced from \$85 per day, or guests can book return AAT Kings transport at \$270pp.

The package can be extended to five nights from \$182ppts, incl free buffet brekkie daily.

Book by 30 Jun to avail offers.

Product Marketing Executive (Point of Sale focus)

Sabre
pacific

At Sabre Pacific, we connect people with the world's greatest travel possibilities. We are progressive technological thinkers and innovators of IT solutions for the travel industry.

In the role of Product Marketing Executive, you will develop marketing plans and strategies for specific Sabre Pacific (Point of Sale) Products to establish, enhance or distinguish product placement within our market.

Key responsibilities include developing product implementation plans; monitoring competitor activity and market trends; identifying customer needs and using this information to suggest product or service direction; and working with internal departments to enhance existing products or develop new products.

As someone with a minimum 3 years in a product marketing role, you will understand the importance of business partnerships and meeting the needs of partners/customers. Experience in developing documentation, processes and procedures is required, along with strong project management and analytical skills. Also required is a strong communicator with superior interpersonal and presentation skills. Knowledge of Sabre products, travel agency processes and online booking engines is desired.

Please send your CV and Cover Letter to sandrab@sabrepacific.com.au by Friday 13th March 2015. Please note, only successful candidates will be contacted.

THE ROYAL
**WINE
&
DINE
DEAL**

**FREE
PREMIUM
BEVERAGES**

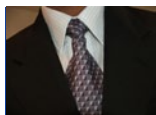
**FREE
SPENDING
MONEY**

**FREE
ONBOARD
GRATUITIES**

T&Cs apply



Royal Caribbean
INTERNATIONAL



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

Long-time Helloworld Ltd executive **Rashelle Toms** has been named as the new Head of Marketing & Product at burgeoning retail network **itravel**. Toms played a key role in the rollout of the helloworld brand across Australia and also brings history with Insight Vacations and APT.

Asia Escape Holidays has recruited **Fiona Palmer** as its new Business Development Manager for the WA & SA markets. Palmer brings strong experience in retail travel and recent history with South African Airways.

Outback Australian luxury property **Cicada Lodge** has a new General Manager in **Joanne Walters**, who will start in the role from next week.

Global travel management firm **ATPI Group** has shuffled its management ranks, appointing Voyager CEO **Richard Savva** to Regional Managing Director with responsibility for the Philippines, Hong Kong, Singapore & China. Savva will oversee operations ATPI Group, Voyager and Griffin.

Veteran **Norwegian Cruise Line** staffer **Andy Stuart** has been promoted to President following the resignation of Drew Madsen. Stuart has been with the line for 27 years and moves up from Executive VP of Sales.

Scenic Tours has recruited **Melanie Day** as its new Product Coordinator, with the role starting last week. Day is formerly of Creative Holidays.

Car rental firm **thl** has welcomed **Gráinne Troute** on to the Board of Directors following the retirement of Graeme Bowker. Troute is Chairman of the Remuneration and Nomination Committee, while elsewhere, **Graeme Wong** is the new Chairman of the Audit and Risk Committee.

John Friel has taken on the role of General Manager for South Africa at **Etiha Airways**, tasked with leading all EY commercial operations in SA.

Former Chief Operating Officer of **Homeexchange.com** **Jim Pickell** has been promoted to the role of President following the company's record profit posting. Pickell will lead the company's aggressive expansion plan.

Melbourne-based technology firm **Locomote** has hired **Nicole Colley** as its new Client Partner, overseeing all of the key multinational clients.

Indochina ground operator **Trails of Indochina** has hired **John Watson** as its new Chief Executive Officer. Watson began in the role this week and will be based in the company's head office in Ho Chi Minh City, Vietnam.

The **Australian Transport Safety Bureau** (ATSB) has named **Chris Manning** as its new Commissioner on a three-year term from next week.



Business Development Manager - VIC/WA

CVFR Consolidation Services (a business of CVFR Travel Group) is looking for a Business Development Manager – VIC/WA for its growing Consolidation business. CVFR Consolidation Services is one of Australia's largest National Air Ticket Wholesale businesses.

Requirements:

- Role based in VIC
- Must hold full Driver's License
- Company laptop with wireless internet, phone and car allowance provided
- Travel Industry Sales experience mandatory
- Salary Package and Bonus Structure – TBD

Please send your resumes to resume@cvfr.com.au

New Australian Way

QANTAS has shifted the publishing contract for its *The Australian Way* inflight magazine away from magazine giant Bauer Media, which has been producing it for the last 14 years.

Qantas group executive of brand marketing Olivia Wirth said she was very grateful for Bauer's contribution to the business.

The magazine will be now produced by a custom publisher called Medium Rare.

"In Medium Rare we have chosen a content publishing house that will help us evolve *Qantas The Australian Way* publications with the changing media landscape and new inflight technology," Wirth said.

It's not clear whether there will be staff changes as a result of the change, according to a report in *Mumbrella*.

Medium Rare's Gerry Reynolds, who left Bauer in 2013, said the company was "thrilled to be working with one of Australia's most iconic brands".

Thursday 5th Mar 2015

Eurowings open fares

LUFTHANSA will launch flights on its expanded long-haul low-cost subsidiary Eurowings from 25 Oct, offering each-way fares priced from €99.99 (AUD\$141).

The primarily leisure carrier will initially offer services from Europe to holiday destinations in Thailand, Dubai & the Caribbean.

Hilton expands Curio

HAMBURG and Istanbul will become the first European cities to join Hilton's new collection of independent Curio properties.

Following a \$33m renovation, the 280-room Reichshof Hamburg will open to guests in the second quarter of this year, joined after by Rumeli Han Istanbul, offering 173 rooms & rooftop restaurant.



We're Hiring!

Due to expansion and our recent success in acquiring new business, World Travel Professionals is looking for talented individuals to join our dynamic team in Sydney.

International Corporate Consultant

The successful applicant will have at least 5 years corporate experience, with proficiency in the use of Amadeus and Tramada Next Gen a definite advantage.

With World Travel's superior technology solutions and industry leading proprietary systems, a good understanding of travel technology and online solutions would also be a benefit.

Client Relationship Manager - Sydney

Experienced Client Relationship Managers with at least 10 years industry experience and a minimum of 3 years in a client relationship role. You will be responsible for a portfolio of high profile accounts, compiling and presenting financial service reviews, providing reports and analytical information to identify growth opportunities and travel trends, as well as the implementation of new business.

In return for your knowledge, creativity and professional skills, we offer a great working environment and equally good salary package.

Confidential applications to:

Lisa Story

Managing Director

Email: lisa.story@worldtravel.com.au

UA IAH-UIO approved

UNITED Airlines will launch new flights between Houston and Quito from "on or about" 03 Jul after gaining approval to begin the route from US regulators.

Bentours, Hurti celebrations!



BENTOURS were treated to a huge celebratory dinner by close partners Hurtigruen recently to mark their continued alliance.

The 'thank you' banquet was held at Bluetrain in Melbourne's bustling Southbank, hosted by Hurtigruen director of sales & marketing Cyril Bricaud and colleague, international sales manager Karnail Gill.

Bentours product & comm mgr Ryan Bennett presented Hurtigruen with the Appreciation Award, reiterating the strong ties.

Pictured at the event from left are Karnail Gill, Hurtigruen; Ryan Bennett, Bentours and Cyril Bricaud, Hurtigruen.

Kings' Alice program

AAT Kings has released its 2015/16 Alice Springs Day Tours brochure with new offerings incl a Nocturnal Animal Discovery evening tour and full-day West Macdonnell Ranges trip.

Other offerings include a half-day A Town Like Alice tour, full-day Palm Valley Outback Safari by 4WD and Kings Canyon & Outback Panoramas tours.

Prices start at \$69 per adult and \$35 per child - see aatkings.com.

Guided Korea trips

JTB has developed its first fully escorted tour of Korea, with the eight-night trip set for departure on 06 Oct 2014 and 09 Apr 2016, priced at \$4,218ppts.

The itinerary visits four cities & tours including the Demilitarized Zone on the border of North and South Korea - call 1300 739 330.

ATSB repost on QF near miss

THE Australian Transport Safety Bureau issued its final report today on an incident from 20 Sep 2013 in which two Qantas A330s were on a potential collision path in the skies near Adelaide.

The 'loss of separation' occurred between east and west-bound Qantas jets with 300-passengers flying between Sydney and Perth and vice versa.

Both jets were flight planned on different tracks which converged overhead the SA capital.

The ATSB determined the en route air traffic controller "did not adequately assess the traffic for potential conflicts before issuing a climb instruction" to the flight crew of the westward flying jet.

In its detailed study, the ATSB said: "It is possible that the controller had not fully integrated the [eastbound] aircraft into their

mental model of the jurisdiction traffic situation."

It also found the same aircraft's traffic collision avoidance system had "malfunctioned and did not provide the flight crew with traffic information or generate any safety alerts."

"The reason for the malfunction could not be determined and the equipment manufacturer considered it to be a unique event," the safety bureau added.

CLICK HERE to view the report.

Jazz to Atlantic City

NEW seasonal non-stop services will debut between Toronto Pearson and Atlantic City from 22 May, to be flown by Air Canada Express, operated by Jazz.

The carrier will operate the service four times weekly.

Jump into
Ireland
ireland.com

**INSIGHT
VACATIONS**
The Art of Touring in Style

WIN a trip to Ireland

This month *Travel Daily* is giving the travel industry a chance to win a trip to Ireland, courtesy of **Tourism Ireland** and **Insight Vacations**.

The prize includes:

- Return economy flights from Australia to Ireland for two people (including taxes)
- Pre and post-tour accommodation in Dublin, courtesy of Tourism Ireland
- Insight Vacations 7-day "Focus on Ireland" guided holiday for two (twin share)

To win this amazing prize you'll need to do two things:

1. Send us a photo that celebrates Ireland's national day by greening yourselves, your business, whatever you want, for St Patrick's day before COB 16th March and,
2. From 17th March answer the daily question correctly and have the most creative answer to the final question

Send your 'going green' photo by COB 16th March to:
irelandcomp@traveldaily.com.au

Having some trouble thinking how you can go green? Check out these guys for some inspiration:



Terms & conditions

China Air Altéa deal

AMADEUS has revealed today that it has inked a "landmark deal" with China Airlines for the adoption of the full Amadeus Altea suite of solutions.

The agreement marks Amadeus' first Chinese language IT offering to the Taiwanese airline and its subsidiary, Mandarin Airlines.

Jan air traffic up 5%

GLOBAL air international pax traffic soared 5.4% year-on-year in Jan as capacity rose 6.0%, new figures from the International Air Transport Association show.

Load factors slipped 0.5 points to 78%, with all regions recording year-over rises, except Africa.

In Australia, domestic traffic fell 0.3% and loads were at 76.2%

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.

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

Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au

Business Manager: Jenny Piper - accounts@traveldaily.com.au

Part of the Travel Daily group of publications.

Travel Daily **CRUISE** **travelBulletin** business events news **Pharmacy DAILY** 



WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

EXCLUSIVE TO AA APPOINTMENTS

GENERAL MANAGER / CEO

MELBOURNE – SALARY PKG TO \$190K + BONUSES

This prominent travel company is looking for an experienced General Manager to join their Australian headquarters. You will be responsible for the operational and financial performance of the business, delivering business plans and budgets, identifying trends to gain market share, along with overall management of the business and its staff. Senior management experience at GM/CEO level essential, together with adaptability & flexibility. Full P/L experience req'd.

ACADEMIC MARKET

CORPORATE BDM

MELBOURNE – GUARANTEED SALARY \$100K

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

TIME TO GET CREATIVE!

DIGITAL MARKETING MANAGER

CENTRAL SYD LOCATION – UPTO \$85K PACKAGE

Due to recent expansion this industry leader are looking for a forward thinking professional with extensive industry experience along with strong digital marketing experience to join their team. The role has a broad spectrum but will focus on implementing winning strategies that will engage consumers with the brand. This is your chance to showcase your digital B2C marketing experience and move to a company that continues to grow!

LOOKING FOR A GLAMOUROUS LIFE?

BUSINESS DEVELOPMENT MANAGER

SYDNEY – UP TP \$70K PACKAGE

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

BOUTIQUE BLISS

GENERAL MANAGER

MELBOURNE – SALARY PKG TO \$88K + PROFIT SHARE

Our Client, a leader in their field, requires a strong General Manager with solid people management experience, preferably in a boutique travel environment, to assume direct management responsibilities. You will be responsible for providing leadership and direction to an intimate team of consultants, driving, developing and managing the team to achieve results & support business growth. Join this winning company today.

TECHNICALLY MINDED?

BUSINESS DEVELOPMENT EXECUTIVE

MELB OR SYD – SALARY PKG TO \$80K+ (DOE)

This leading travel technology provider is seeking a competent sales professional to join their growing team. You will be responsible for building & maintaining relationships with key personnel in order to develop new business opportunities & retain existing; account management of a portfolio of clients; together with contracting and implementation of new clients. Sales experience & a driven approach essential.

SHOWCASE YOUR SKILLS!

TRAVEL ACCOUNT MANAGER

SYDNEY CBD – UP TO \$85K PACKAGE

Responsible for managing a portfolio of clients with the objective of growing revenues, increasing margins and retaining the business. You will be able to effectively communicate client objectives across the business, in the reverse, you will be responsible for communicating travel industry trends to the clients and keeping them abreast of new product or innovations. Are you tech savvy with a real passion for the industry? This role is for you!

PUT YOUR BEST FOOT FORWARD!

GENERAL MANAGER

BRISBANE CBD – UP TO \$110K PKG + BONUSES

This industry leader requires a strong successful General Manager to take overall operational responsibility for the cultural, commercial and financial performance of the company. Previous experience running a successful travel operation and leading a team is essential, along with proven track record of building long term relationships and delivering extraordinary levels of customer service. An executive salary + bonuses is on offer.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

EMAIL YOUR CV TO: executive@aaappointments.com.au

NSW & ACT: 02 9231 2825 VIC, WA & SA: 03 9670 2577 QLD: 07 3229 9600

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

www.aaappointments.com.au



Working in partnership with the Australian Travel Industry

Wholesale Ski Travel Consultant

Brisbane, \$Competitive, Ref: 1513HB6

This well known independent Ski Specialist is expanding and looking for enthusiastic travel consultants to join their team. You will be dealing with both wholesale and retail enquiry. World wide ski resort famils, great work life balance and uncapped commission are some of many benefits on offer with this fabulous company! If you have worked to sales targets and have at least 1 years GDS experience and skied the big three; Canada, Japan and New Zealand then this is the role for you.

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

Leisure Travel Consultant

Southern Sydney, Up to \$65,000 + Super, Ref: 1606SZ1

Great opportunity to work within a reputable and well respected retail agency has become available for the right consultant with the right attitude! Working with a small but tight knit group of experienced consultants, you will be apart of a supportive and friendly working environment. This agency has a strong focus on providing a personalised service to customers and require someone with min 3 years experience and is professional and presentable. Sabre GDS knowledge preferred not essential.

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

Luxury Leisure Travel Consultant

Hobart, \$50k + super, Ref: 1616KF1

This extremely reputable luxury travel agency are looking for an experienced, well travelled consultant to join their team. The team behind this are driven by a passion to deliver the right holiday to match the customer needs, and we are looking for travel professionals with a similar work ethic. As this is a leisure consultant role the successful applicant will be dealing with a wide range of travel requests and therefore must have prior experience working in the travel industry.

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

Business Travel Consultant

Perth, \$50-\$58K, Ref: 1528LB6

A rare vacancy currently exists for an international travel consultant within a national corporate travel management company. With locations Australia wide, this is an excellent opportunity for a service and support focused individual, with solid international consulting knowledge looking to further their career with a major TMC! Career development and excellent base salary plus incentives on offer for the right person working Mon-Fri only. Those with working Amadeus knowledge favoured!

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

Retail Travel Consultant

Gold Coast, Attractive Package! Ref: 1550PS1

Are you a passionate travel consultant with excellent all rounder product knowledge, solid GDS and admin skills? If you love face to face sales and are used to working to sales targets within a small team environment then this role with a well positioned retail agency may be just to change you are looking for! Excellent family friendly hours and a great team environment is on offer along with plenty of industry benefits! Galileo & CCT consultants are preferred but cross-training is available.

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

Travel Consultant

Canberra – Competitive + Bonuses – Ref: 0772MB1

Reclaim your weekends with this well known Agency, Office based Canberra Senior Travel Consultant role. High end & high yield bookings are the norm in this busy office so you should be suitably experienced in this niche of the travel industry especially in European touring & luxury hotels, cruises and destinations. A competitive starting salary for an experienced consultant, bonuses, benefits & travel industry perks are on offer by this much loved travel and well known industry name.

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

Travel Manager

Melbourne, Competitive Salary, Ref: 1277DV1

My client is looking for experienced Travel Managers to join their successful and expanding team!! This is an outstanding opportunity to work in a supportive team, work on sought-after lucrative product and be supported by current successful Business Development Managers! The lucky Travel Manager will need to have excellent experience within the travel industry and have experience with corporate clientele!! You will be working in a lovely environment and be rewarded financially!!

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

Senior Travel Consultant

Adelaide, \$DOE, Ref: 1605LB1

Currently there is a fantastic opportunity for a travel professional with ideally 3+ years experience within a dynamic travel company in Adelaide. You would be joining this expanding team working with both domestic and international product including cruise. This is a role for those with a proven background in sales, and will attract experienced consultants looking to progress into a Team Leading position. Those with working knowledge of Sabre preferred, looking to advance their career!

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



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