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Friday 6th March 2015

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Preferred rebrands

A **CORPORATE** repositioning has seen Preferred Hotel Group move from a multifaceted business to one master brand, now identified as Preferred Hotels & Resorts.

Phased out are the sub-divisions of Preferred Boutique, Summit Hotels & Resorts, Sterling Hotels, Summit Serviced Residences and Sterling Design, all rolled into the Preferred Hotels & Resorts arch.

"Leveraging the strong heritage of the Preferred name, this corporate rebrand represents the company's commitment to a new consumer-focused approach," the hotel representation group said.

The objective is to "elevate core awareness of the brand, drive strategic growth of its portfolio, and improve market share for its member hotels by making it easier for travellers to identify the singular hospitality experience".

Effective immediately, the 650 member hotels and resorts are pooled under the over-arching Preferred Hotels & Resorts name, aligned with one of five new categories - Legend, LVX, Lifestyle, Connect & Preferred Residences.

PHG now has one brand website at www.preferredhotels.com.

No helloworld brand in NZ

HELLOWORLD Limited has confirmed that it will not be launching its helloworld retail travel agency brand in New Zealand at this stage after a decision by the board of the United Travel group to continue trading under its own name.

In New Zealand, the company which operates as Stella Travel currently has two retail brands - United Travel and Harvey World Travel - each with about 45 franchisees nationwide.

This week the company's NZ ceo Greg Leighton provided an update on the NZ retail strategy, saying Stella has been working for some time on a proposed integration of the retail operations under the single helloworld brand which is already in place in Australia.

The Harvey World Travel members had been "very supportive and encouraged by the proposal to integrate into the

consolidated group," Leighton said - however the proposal will not proceed because "the United Travel Holdings board has advised that it wants to continue to run United Travel under the United Travel brand".

United says it is still committed to its partnership with Stella, but wants to carry on with its existing brand and culture.

Leighton added that despite the decision "Stella Travel is still considering the available options to introduce the helloworld brand into the New Zealand market".

Notwithstanding the branding issue "the Stella retail business is still a very good business, and is seeing good signs of growth.

"Stella is still committed to its retail groups, to run these stores as successful businesses for those involved," he concluded.

Unlike Australia, where Helloworld owns all of its brands, United Travel NZ is 50% owned by Helloworld, with the other half held by United Travel Holdings, a company which is itself owned by the franchisees of the individual United Travel shops.

QF Chile adjustment

QANTAS is advising agents of a one hour schedule change to its services between Sydney and Santiago, Chile due to an extended daylight savings time in the South American country.

From 27 Apr to 05 Sep, QF27 (Sydney-Santiago) will now depart at 11:25, rather than 12:25, and the inbound flight QF28 will arrive at 16:45, in lieu of 17:45.

New ASEAN TV show

A **NEW** online "travel channel" showcasing the ASEAN region has been launched this week.

Said to be the brainchild of Malaysian Prime Minister Dato' Sri Mohnd Najib Tun Abdul Razak, GOASEAN will broadcast 24/7 on IPTV, mobile and digital platforms highlighting tourism product from the nine ASEAN nations.

Gaines on Sky News

HELLOWORLD ceo Elizabeth Gaines appeared on *Sky New Business* yesterday, speaking to business journalist Peter Switzer about the company.

To view, click on the logo or see switzer.com.au/video.

Today's issue of TD

Travel Daily today has seven pages of news & photos, plus a full page : (click)

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DNSW/QF Japan push

THE latest phase of Destination NSW's joint promo with Qantas aimed at enticing Japanese travellers to Sydney and regional NSW will take flight over three months, commencing 01 Apr.

The campaign will feature major events such as Vivid Sydney as a key motivator for travel.

As part of DNSW and Qantas' \$30m three-year partnership, advertising will take the form of print and digital campaigns on the busy Keikyū Narita Airport & Haneda Airport rail line, via Tokyo's central business district.

Potential visitors are encouraged to book on QF's direct daily flights to Sydney from Tokyo Haneda which are set to launch 31 Jul.

Aquis appoints ceo

AQUIS managing director Justin Fung - son of Hong Kong-based tycoon Tony Fung who is planning to build a mega resort at Yorkeys Knob - has named Geoff Andres as chief executive officer of Aquis Entertainment.

Andres is the svp & gm of Sands Macau and will be tasked with overseeing the expansion of Aquis' local casino operations.

Walshe parent takeover

A TAKEOVER bid has been launched for NZ firm Southern Travel Holdings, the parent company of The Walshe Group.

The move already appears to be a fait accompli, with the takeover initiated by a group of existing shareholders who already control most of the company - and thus looks unlikely to affect day to day operations.

Independent directors, including chairman John King and David Osborne, say they will now

appoint an independent adviser to assess the offer and give advice to shareholders on its merits.

An "unincorporated joint venture" called Southern Travel Holdings Joint Venture (STHJV) has confirmed its intention to make the takeover offer, which aims to acquire all of the ordinary shares it doesn't already hold for the price of NZD\$0.30c per share.

STHJV includes most of the existing majority shareholders in the company including Rodney Walshe Limited with 27.5% and Kiyomi and Kazue Gunji who together hold about 32%.

The takeover vehicle says it already has a lock-up agreement with a shareholder who will accept the offer, meaning it becomes a "dominant owner" in terms of the NZ Takeovers Code and is thus entitled to compulsorily acquire the rest of the shares in the firm.

The Walshe Group is one of the largest specialist airline GSA and tourist board representation companies in Australasia, with Southern Travel also having significant inbound operations.

4,800 US flights canx

TWENTY percent of flights in the USA were cancelled yesterday as a consequence of bad weather which saw a Delta Air Lines aircraft run off a runway at New York's LaGuardia Airport.

According to flight-tracking service FlightAware, more than 4,800 flights were terminated nationwide and a further 3,900 were delayed.

Over 460 flights ex LaGuardia were axed, 424 at Dallas/Fort Worth, 369 at Philadelphia and 320 at Washington Reagan.

CX partners with illy

PREMIUM passengers flying with Cathay Pacific will be served freshly brewed illy espresso, cafe latte and cappuccino beverages from this month after a new tie-up with the coffee specialist.

Former CX general manager for Southwest Pacific Dominic Perret, now gm inflight services said the Hong Kong-based carrier was "delighted" with the new deal.


"We believe that serving a superb cup of quality illy coffee will help to enrich the overall travel experience for our premium customers," Perret said.



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www.aaappointments.com.au

Mar travelBulletin out now

WHAT impact will the recent fall in the Australian dollar have on the travel industry?

Not a lot, according to the cover story in this month's edition of *travelBulletin* which is on its way to subscribers across the industry now.

Louise Wallace lifts the lid on the currency decline, speaking to a number of industry experts and analysts to uncover the truth of the issue.

The Mar edition of *travelBulletin* also provides in-depth coverage of the recently collapsed Red Gum Resources/ Australian Travel Group deal, while Ian McMahon examines the post-TCF industry landscape.

Regular columnists including AFTA's Jayson Westbury, Brett Jardine of CLIA and the always intriguing Steve Jones all have their say, and the issue includes a free bonus Economy Class Airline Guide allowing easy comparisons of various carriers' offerings.

Destinations featured include Alpine Europe, the Solomon Islands, the USA including Las



Vegas, while there are also sections on small group touring, domestic holidays, drive holidays and rail travel.

All in all a meaty read - to subscribe to *travelBulletin* for just \$50 a year, sign up today at www.travelbulletin.com.au/shop.



Family favourite spots

MELBOURNE has been named as the preferred family holiday destination to visit in the next two years, according to new data from Roy Morgan Research.

The Vic capital was the clear favourite of 25% of respondents, with Surfers Paradise next at 15%, Sydney at 14% and the top five rounded out by the Great Ocean Road (12%) & North Coast (11%).

Roy Morgan polled 15,944 Australians aged 14 and over last year in tabulating the results.

On a state level, Qld, Vic and NSW were neck-and-neck in terms of visit aspirations, closing with results of 46%, 45% and 43% respectively.

"Our latest findings reveal that the domestic destinations with particular appeal for families are those with plenty of scope for outdoor activity, whether it's on the beach or a coastal drive, in a big city or at the snow," Roy Morgan group account director Angela Smith commented.

The study named Fiji, Bali and Hawaii as overseas destinations preferred for a family holiday.

NZ cold on capital link

AIR New Zealand has poured cold water on ambitions by ACT Chief Minister Andrew Barr for the launch of direct flights between Wellington & Canberra.

Despite a pitch backed by Canberra Airport that direct flights between the two capitals could generate \$400m in annual benefits, an NZ spokesperson told *The Canberra Times* it had no plans to launch the direct route.

"We don't have any current plans to operate flights to Canberra," a statement read.



Window Seat

AMERICAN Airlines' customer service figures probably won't be too good this month after the carrier left a US woman on hold for six painstaking hours.

The passenger was impacted by wintery conditions at Dallas/ Fort Worth which saw her flight cancelled and rescheduled to a date she was not happy with.

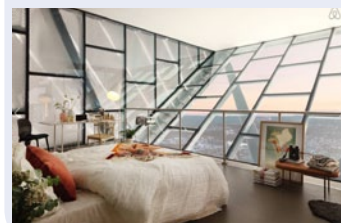
Steadfast in her quest to get through, the passenger stayed true and held on the whole time before finally being answered & achieving her desired outcome.

American Airlines has since apologised to the guest after she took her complaint on TV.

AIRBNB has launched a contest with a difference, offering a couple the chance to spend one night inside the Holmenkollen ski-jump in Norway, which offers a penthouse apartment (**below**) and panoramic views over Oslo.

The lucky guests also have the chance to ski in and catch a zip-line upon checking-out.

The Airbnb listing, which can be viewed **HERE**, lists a number of amusing "House Rules" such as not being allowed to ride your toboggan on the ski jump, but encouraging guests to wear spandex and walking around in your "tighty whities" due to the fact there are no neighbours.



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Sales Period: Now - 31 March 2015

Travel Period: Now - 30 September 2015

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Friday 6th March 2015

Jetgo TMW inaugural

REGIONAL carrier Jetgo Australia has commenced regular passenger services this week between Brisbane and Tamworth.

The airline is operating the route on a thrice weekly basis in Mar using Embraer E135 36-seat aircraft and will boost frequencies to double daily from 12 Apr.

According to *Australian Aviation*, Jetgo will assess adding new weekly services on the route based on passenger demand.

Fiji Finest combo \$\$

CLIENTS booking a seven night combo package at Outrigger on the Lagoon, Fiji and Castaway Island will receive a FJD\$600 (AU\$375) credit per room/bure for stays between 01 Apr-31 Mar 2016, with no block-out dates.

The 'Fiji's Finest' deal requires a minimum four night stay at the Outrigger (where guests receive a FJD\$200 credit) and three nights at Castaway (FJD\$400 credit).

Cadbury plan melts

MONDELEZ International, the parent company of chocolatier Cadbury, has confirmed to the Abbott Govt it has withdrawn plans to seek funding for the upgrade of its Tasmanian factory.

The firm had been seeking funds to support a \$66 million upgrade of the Claremont factory, with funding guidelines mandating a chocolate manufacturing experience for tourism and increased output.

A commitment of \$20 million for the continued modernisation of the Tasmania facility has been pledged by Mondelez.

3rd Centara Vietnam

CENTARA Hotels & Resorts has signed management contracts for a third property in Vietnam.

Offering 143 rooms, the 4-star Centara Beach Resort & Spa Phu Quoc is the group's second resort on the island and is scheduled to open in the third quarter of 2015.

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renovation work at The Langham, Sydney is now complete, with the five-star property today officially giving prospective guests a taste of what awaits.

"The process has been extraordinary and we are thrilled to officially present the results of this iconic redevelopment for Sydney," gm Sonia Lefevre commented.

Work on the 98 room & suite property was executed over a four



month period.

Rooms are priced from \$635 per night.

Pictured above is a Langham Suite Bedroom and left is the new-look Left Wing and lobby seating.



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.

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- 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.

Savenio at Bucket List Expo

SAVENIO - Signature Travel experiences participated in the inaugural 2015 Bucket List Expo at the Brisbane Convention & Exhibition Centre last month, showcasing a variety of aspirational experiences and products for those on a quest to design the ultimate 'must do' list.



On hand to advise and promote Savenio's Signature Travel Experiences to visitors was joint managing director David Brandon and the teams from Brisbane and Sydney.

Among those on a mission to seek out once-in-a-lifetime experiences were a couple who wanted to learn to fly a helicopter during a castle stay in Scotland and a grandfather who aspired to take his grandchild fishing with him on a trip to Canada.

Pictured at the Virtuoso Member's stand are Savenio's David Brandon and Andrea Donald, travel designer and cruise master.

IC Fiji Korea focus

GUESTS of InterContinental Fiji Golf Resort & Spa will enjoy a range of Korean-inspired fare this month following the secondment of two chefs from Grand InterContinental Seoul Parnas.

The property has witnessed a 100% increase in Korean visitors for the 12 months ending Dec.

AS begins SAN/KOA

ALASKA Airlines has added Kona as its fourth Hawaiian hub with new thrice weekly nonstop services from San Diego launching this week.

The US carrier also operates direct flights to Honolulu, Kahului (Maui) and Lihue (Kauai).

Vistara adds DEL/HYD

SINGAPORE Airlines-backed Indian carrier Vistara has begun new double-daily flights between Delhi-Hyderabad, its fifth network route, using Airbus A320s.

Narita-transit tours

INTERNATIONAL passengers with a layover at Tokyo Narita International Airport can now experience a taste of the nearby city on a series of free tours.

Visitors who are eligible to enter the country and have a minimum of two hours between flights can embark on either a volunteer-led guided tour or self-guided tours.

Options include strawberry picking at the Atsuta Farm and a visit to the Narita-san Shinsho-ji Temple (2hrs), Shisui Premium Outlets shopping bus tour (2.5hrs), visit the Museum of Aeronautical Sciences or explore the Japanese countryside and rice paddy fields surrounding Tako.

Transiting passengers with more time can also explore Tokyo, Shinagawa, Shibuya, Shinjuku, Ikebukuro and other destinations.

To register, pax need to go to the arrival lobbies of Terminal 1 or Terminal 2 at Narita Airport.

Trips exclude transportation costs and entry fees.

CLICK HERE for more details.

Scenic info sessions

TRAVEL consultants are being urged to register clients early for information sessions on Scenic Tours' 2016 South America and Mekong River Cruising products.

The sessions are being held in partnership with local agents and will be hosted by Scenic Tours sales and product teams, with special offers available on the day.

Events will be held in Sydney (26 Mar), Brisbane (31 Mar), Adelaide (28 Apr) and Perth (30 Apr).

Webinars will also be available on the product updates - more at www.scenictours.com.au.

HA 717s retro-fitted

EIGHTEEN Hawaiian Airlines Boeing 717 jets have been decked out with new interiors & seating following the completion of a comprehensive retrofit.

Chief commercial officer Peter Ingram said the modernisation of the first wave of aircraft provides passengers with a "consistent onboard experience", moving away from HA's previous five different cabin configurations.

The new Acro Aircraft Seating Ltd product ensures a maximum amount of personal space without compromising legroom, Ingram said yesterday.

Hawaiian Airlines expects to complete the cabin revamp of its inter-island narrow-body fleet later this year.

Leonardo UK move

EUROPEAN hotel conglomerate Leonardo Hotels has announced its expansion to the UK.

The group has taken over the former Holiday Inn on Bath Road, Heathrow and will reposition the 230-room property as Leonardo Hotel London Heathrow Airport effective 16 Mar.

Leonardo Hotels has a collection of more than 85 hotels.

MU daily to Heathrow

A NEW seventh weekly service to London Heathrow starting 27 Apr will mark the first time China Eastern Airlines has operated a daily service to the UK capital from Shanghai Pudong.

Curio into Chicago

HILTON Worldwide will roll out its upper upscale luxury Curio brand in Chicago with a new-build property to debut next year.

The 22-storey LondonHouse to Curio - A Collection by Hilton will feature 452 rooms and suites.



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

Friday 6th Mar 2015

On The Go site change

A NEW range of brochures and travel videos has been launched by On The Go Tours, along with a redesigned & responsive website.

The new platform has been created for travel agents, incorporating tools requested by the trade from feedback received.

Tools include a tour comparison feature for agents to view inclusions side-by-side, simplified searching parameters and holiday ideas engine and "Product Guru" offering related blogs and tips.

Tours have also been fine-tuned to include more cultural offerings and interactions with locals.

Travel insurance folly

MORE than four in ten travellers are opting not to purchase travel insurance ahead of departure or simply forgetting, according to a study by Fast Cover Insurance.

The survey of 1,003 people was commissioned in line with the company's annual claims review.

One in five of those surveyed said they had previously required medical assistance while overseas.

Fast Cover founder and md Dean Van Es said it was "alarming to see such a high percentage of those surveyed risking financial hardship by travelling without insurance".

One third of respondents added they had waited until the last minute to purchase their policy.

The company will next week launch a new campaign educating Australians about the potential pitfalls of not buying insurance.



SALES DEVELOPMENT MANAGER

Scenic Tours is the leading travel company in Australia with operations and offices in all States and overseas in New Zealand, USA, Canada, UK and Europe. Our products are global and vary from river cruising to coach touring with the common objective of exceeding customer expectations as "The Ultimate Luxury Experience".

We currently have a position available for Sales Development Manager to be based in New South Wales responsible for sales in the Sydney CBD and Regional New South Wales.

The role will suit an experienced sales professional with a minimum of 5 years sales development management experience, who has a passion for travel, likes to work autonomously, can manage his/her own "Territory" and enjoys working in a fluid and highly competitive industry.

The successful applicant will be responsible for:

- Developing sales strategies to increase our network of travel agents;
- Growing sales revenue of all the products in the portfolio;
- Representing the Company at trade and consumer events;
- Managing specific sales and marketing projects as required;
- Contributing to a close knit, supportive Sales and Marketing team;
- Creating and maintaining relationships with industry and trade partners;

The successful applicant will possess:

- A successful track record of achieving sales targets within previous role of SDM;
- Demonstrated experience in providing professional and credible support to customers;
- Excellent relationship management skills;
- An analytical and creative approach;
- Confidence in presenting and training customers in product features and benefits;
- A passion for pursuing excellence in results;
- A commitment to the team and a desire to help others to be successful;
- Ability to undertake interstate and intrastate travel

We offer a competitive remuneration package including laptop, phone and fully maintained vehicle; ongoing sales and marketing training programs; opportunities to access travel industry benefits; Supportive management and a positive working environment. Scenic Tours is a dynamic company with a great culture and a drive for success.

If you are interested and suitably qualified, please forward your covering letter and resume to Nicole Robertson at employment@scenictours.com.



Travel Specials

WELCOME to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au.

Multiple itineraries through **Greece & Mediterranean Travel Centre** have been discounted for last-minute bookings made and paid by 31 Mar. Savings include \$200 per room on a 10-day Classical Turkey tour, up to \$250 on the nine-day Greece in Style and 10% on the six-day Highlights of Spain. Deals are also available on the Jordan & Egypt Highlights tour. See www.greecemedtravel.com.au or phone 1300 661 666 for more details.

Groups or large families heading to Vietnam can enjoy up to 50% off one, two and three-bedroom villas at Vinpearl Da Nang and Phu Quoc, each complete with private pool. Three-bedroom villas are now priced at VN12,890,000 (A\$776) net rate per night inclusive of three meals daily, all taxes and more. For more information, phone **HRA** on (02) 9410 3405.

Kids can stay FOC at selected **Sanctuary Retreats** lodges and camps in Botswana, Kenya and Zambia in a new offer from the luxury lodge firm. Bookings must be made by 31 Mar. Phone (03) 9536 1831 for details.

Guests combining a stay at **Duba Plains** with **Selinda Reserve, Zarafa Camp** or **Zarafa Dhow Suites** for a six nights or more in any combination will enjoy a 35-min inter-camp helicopter transfer FOC after the offer was extended until the end of next year. Valid for all stays until 19 Dec 2016.

Pier One going gold

MARRIOTT Autograph collection member property Pier One Sydney Harbour has signed on as a gold hotel partner for the 2015 Luxperience travel show.

The property will host many of the hosted buyers during the event as part of a push to develop its trade relationships.

Luxperience is scheduled to take place in Sydney from 06-09 Sep.

NokScoot start date

SCHEDULED flights on NokScoot - the new medium and long-haul low-cost offshoot of Nok Air and Scoot - will begin from May, the carrier has advised.

Regulatory delays forced the joint venture to twice push back the start date from late 2014.

The carrier will be based at Don Mueang Int'l Airport and operate to Japan, South Korea and China.

Butler clean bowled by Ireland



IRELAND has surprised many with its game at the Cricket World Cup in its two matches so far, belting the West Indies and comfortably defeating UAE.

Proudly displaying Ireland.com on its team shirt, the lads are also doing their bit to promote both the Republic of Ireland and Northern Ireland to visitor markets around the world.

The team recently held a reception at the Embassy of Ireland in Canberra, meeting with some of the Australian-based team of Tourism Ireland ahead of the next match against Zimbabwe.

The organisation's Australia market manager Diane Butler is **pictured** above far left with the team, along with Ambassador Noel White and his wife Nessa.

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

Booking Now app

GLOBAL OTA Booking.com has launched a new app in Australia utilising GPS location technology to source last-minute hotel deals.

Booking Now accesses 600,000 hotels in the Booking.com range and is currently only available for iPhone, with Android on the way.

The app is aimed at capitalising on research showing almost half of all last-minute bookings are made on mobile devices.

Crash survivors settle

A GROUP of pax on the Asiana Airlines flight which crashed two years ago in San Francisco have reached settlement on financial compensation from the carrier.

The settlement covered lawsuits filed by 72 pax for personal injury against the carrier, Boeing and Air Cruisers, the manufacturer of the emergency evacuation slides.

Earlybirds still alive

ADVANCE booking discounts are still available through Topdeck on many of its European tours, with a 7.5% saving applicable for bookings made before 31 Mar.

The youth touring operator has further boosted its itinerary range with two newly developed tours.

Eight countries can be explored in three weeks on the 18-day Europe Unplugged camping tour priced from \$1,964ppts, while the Med is on sale via a new 16-day Mediterranean Horizons tour priced from \$3,404ppts.

Multiple departures of both are available at the discounted rate if deposited by 31 Mar.

&Beyond reopening

MOZAMBIQUE island retreat &Beyond Bengueria Island has advised it will reopen on 01 Jun following a major refurbishment.

Aussies love New Cal

ANNUAL arrival figures released by New Caledonia Tourism show a 14.9% increase year-on-year in Australian visitors for 2014.

The organisation has attributed the growth to strong market representation and collaborations with Aircalin, wholesalers and online travel partners.

OzFocus in Canberra

PLACES are still available for agents in Canberra to attend an upcoming showcase of domestic travel product through OzFocus at the group's event on 18 Mar.

The event will take place at the Kingston Hotel, 73 Canberra Ave at 6:30pm - **CLICK HERE** to RSVP.

Friday 6th Mar 2015

Big Island big boost

GROWING demand for services to and from the Big Island of Hawai'i will see Hawaiian Airlines boost frequencies on both inter-island and US mainland routes.

Running from Jun-Aug, services between Kona and both Oakland and Los Angeles will be boosted to twice daily.

Inter-island services from HNL to Kona will also be upgauged from 18 to 22 services daily.



Sales Executives

Evergreen Tours, one of Australia's leading worldwide touring & river cruising companies, currently has opportunities for the newly created roles of State Sales Executives' in QLD, NSW, VIC & SA/WA.

These roles will suit experienced Sales Professionals with a minimum of 3 years sales development experience, who have a passion for travel, like to work autonomously, can manage his/her own "State" and enjoys working in a fluid and highly competitive market.

The successful applicants will be responsible for:

- Developing sales strategies to increase our network of travel agents;
- Growing sales revenue of all the products in the portfolio;
- Representing the Company at trade and consumer events;
- Managing specific sales and marketing projects as required;
- Contributing to a small close knit & supportive Evergreen Team;
- Creating and maintaining relationships with industry and trade partners;

The successful applicants will possess:

- A successful track record of achieving sales targets within previous role of Sales Executive;
- Demonstrated experience in providing professional and credible support to customers;
- Excellent relationship management skills;
- An analytical and creative approach;
- Confidence in presenting and training customers in product features and benefits;
- A passion for pursuing excellence in results;
- A commitment to the Team and a desire to help others to be successful;
- Ability to undertake interstate and intrastate travel

We offer a competitive remuneration package including laptop, phone and fully maintained vehicle; opportunities to access travel industry benefits; Supportive management and a positive working environment. Evergreen Tours is a dynamic growing brand with a great culture and a strong drive for success.

If you are interested and suitably qualified, please forward your covering letter with salary expectations and resume to Nicole Robertson at employment@scenicnctours.com by 16th March 2015. Please also nominate which State you are applying for.

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MOVE BEHIND THE SCENES TODAY CUSTOMER ACCOUNTING CONSULTANT MELBOURNE - SALARY PKG UP TO \$65K (DOE)

Our client is a leader in online travel and due to growth is in need of a committed, hard-working travel accountant to join their growing team. This is a newly created role that will see you working with a back log of reconciliation, ledgers and accounts. Ongoing you will be responsible for ensuring files are correct, moneys are paid to suppliers and all reconciliation is correct at the end of each month. If you have strong Galileo and CCT skills and love numbers then we want to hear from you! Call us today.

HOT NEW CORPORATE ROLES IN PERTH X 6 CORPORATE TRAVEL CONSULTANTS X 6 PERTH - SALARY PACKAGE UP TO \$70K + (OTE)

We are currently recruiting for some of Australia's largest TMC's in Perth! Forget the mining boom, the corporate travel boom is here! Due to company growth these well-known travel management companies now require additional staff to service new and existing accounts. Booking both international and domestic travel requests you will be offered Monday - Friday hours and high base salaries! These role will see you loving your job all over again! Call us today to find out more and never look back.

IMAGINE THE FAMILS ON OFFER WHOLESALE TRAVEL CONSULTANTS MELBOURNE - SALARY PKG UP TO \$65K (OTE)

Travel consultants in Melbourne, are you dreaming of moving into a dedicated wholesaler role? We are currently recruiting for the best known wholesaler in Melbourne. This role will see you selling worldwide holidays to your loyal agents, inclusive of flights, accommodation and tours. Working in a fun and social team environment you will be rewarded with uncapped commissions and global incentives. If you have at least 2 years international consulting experience we can help you secure this role.

NEW THE BEST OF THE BEST IN MELBOURNE LEISURE CONSULTANT INNER MELB - SALARY PKG UP TO \$65K (DOE)

What a great opportunity to work for a leading travel company that will offer you career stability and progression. Enjoy working for a well respected company who prides themselves on offering a personalised service to their clients and always going the extra mile. This company offers a great working environment and you will have the opportunity to work for one of the best in the business. With Monday - Friday hours on offer and a high base salary you will love this new role in Melbourne.

TRAVEL CONSULTANTS, TIME TO ESCAPE? CORPORATE TRAVEL CONSULTANT DARWIN CBD - TOP SALARY PACKAGE \$55K - \$60K

Looking for an exciting new opportunity in corporate travel? Are you willing to relocate? Come and escape to a sunny and warm location! This leading travel company is looking for a highly experienced corporate travel consultant to join their team. Strong Galileo skills and exp. in working autonomously are desirable. This is a great opportunity to experience living somewhere different, earn a great \$\$ and get your foot in the door with a globally recognised company that provides career progression. Apply now!

HIGH END LEISURE TRAVEL CONSULTANTS SENIOR RETAIL TRAVEL CONSULTANT BRISBANE - TOP SALARY PACKAGE \$\$

Experienced travel consultants, do you have your own client database? Are you looking for a change of pace and scenery in your working life? This premium travel specialist is currently recruiting for experienced retail travel consultants for their high end, appointment only agencies located in Brisbane. Enjoy Mon to Fri hours, a great salary pkg and luxurious and modern offices. Min 2 yrs exp. is essential for this role as well as a previous client database. Don't let this unique role pass you by, apply now to find out more!

EUROPE GURUS - HUNGARY FOR A NEW ROLE? WHOLESALE TRAVEL CONSULTANT SYDNEY - SALARY PACKAGE UP TO \$55k OTE

This boutique agency is looking for a talented European specialist to join their social team. This is your chance to sell their unique luxury tour product throughout a beautiful, historic and romantic continent full of culture; from Alpine Switzerland to Budapest to Morocco and beyond. Use your exceptional knowledge to create unforgettable itineraries. You will be rewarded with a top salary package, on-the-job training & amazing famils. If you are tech savvy, well-travelled and have a positive go get attitude, WE WANT YOU!

CORPORATE PERKS FOR TRAVEL EXPERTS INTERNATIONAL & DOMESTIC CORPORATE CONSULTANTS SYDNEY - SALARY PACKAGE UP TO \$60K

This leading global TMC is looking for domestic and multi-skilled corporate consultants due to growth in their existing accounts. Take ownership of your portfolio of varied accounts, arranging all their travel requests. Known for their customer service focus & work/life balance ethic, you will also be rewarded with an excellent salary package, global career progression & ongoing development. If you have strong current corporate or retail travel experience and strong GDS skills, Apply Now!