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- Travel Period: From 23 March to 31 May 2015 and 31 August to 30 November 2015

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First with the news

Monday 23rd March 2015



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Rocky Walshe China deal

CANADA'S iconic Rocky Mountaineer rail adventure will now be exclusively sold in Greater China by The Walshe Group, in an expansion of the portfolio represented by Walshe's Hong Kong office headed by Jeff Naylor.

Rocky Mountaineer director Asia Pacific Robert Halfpenny told TD the company has identified "exceptional growth opportunity" with the professional Chinese MICE market and would be going after executive incentive groups.

"We are actually targeting a 'niche, affluent, English-speaking Chinese traveller...and will be working with a select group of Chinese distributors' utilising the Walshe Group to identify, train

and develop these relationships."

He added The Walshe Group was the perfect partner for the firm in Greater China to help it increase its sales footprint in the region past the current 1% mark. "Even though we will be targeting a very niche market the scale in China is impressive."

The Walshe Group managing director Jacqui Walshe said she was "proud to be associated with Rocky Mountaineer in Greater China as it is a fabulous and unique product which has enjoyed great success internationally for 25 years".

Etihad incentive

ETIHAD Airways is celebrating the launch of A380 Sydney services & 787 Brisbane flights in Jun with a major agent incentive.

First prize is two Business class tickets to London on the EY A380 plus two nights five star accom.

A \$200 Coles Myer voucher is up for grabs every week during the incentive period which is valid for sales 23 Mar-31 May and travel 23 Mar-31 May and 31 Aug-30 Nov - see the cover page.

Whopper of an issue!

Travel Daily today has nine pages of news incl a cover page from Etihad Airways, two photo pages from Atout France plus full pages from: (click)

- AA Appointments jobs
- Travel Trade Recruitment
- Corporate Traveller jobs
- Club Med NTIA voting
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A STAR ALLIANCE MEMBER 

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Cyclone hits Lizard, again

JUST days after reopening, Lizard Island Resort has once again taken the brunt of mother nature's fury, with the retreat understood to be left in tatters after taking a direct hit from Cyclone Nathan.

The exclusive Great Barrier Reef resort has been applying the finishing touches to an estimated \$45 million refurbishment after being hammered by Cyclone Ita in Apr last year.

Lizard Island soft launched this

Win ICC Cup final tkts

EMIRATES is offering one TD reader a chance to win 2 tickets to the ICC World Cup cricket final at the MCG this Sun (29 Mar).

To win General Admission tkts, be the first to correctly answer a series of questions that will feature in TD today, Tue & Wed.

The first question is: *As Official Airline for the ICC, to how many ICC World Cup Cricket 2015 nations does Emirates fly?*

To be in the running, email ekcomp@traveldaily.com.au with your answer - note, the winner will be notified on Wed, tickets to be collected from Melb's CBD.

month ahead of its scheduled opening in Apr (TD 25 Feb) before the latest cyclone strike on Fri.

The extent of damage to the resort is yet to be revealed by owner Delaware North, however the Cairns Post has shown images indicating newly built structures have been completely wiped out.

In a statement to Travel Daily, Delaware North said insurance assessors will arrive on Lizard Is in the next 48 hours to commence the formal review and evaluation of the result of the Cat 4 cyclone.

"We appreciate that everyone is keen for news and an update on Lizard Island, however we have a responsibility to multiple stakeholders to ensure that we release well informed facts, not initial second guessing," exec director Greg Magi commented.

Magi said Lizard Island hopes to provide an "informed update" on the resort by mid-week.

Simulate platform

SIMULATE.AERO is promoting its Airline online platform and conference in Singapore - see the last page for more details.



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Travel Daily

First with the news

Monday 23rd March 2015



Jetstar HK down to 1 hull

QANTAS' fledgling Asian offshoot Jetstar Hong Kong says its recent sale of a further two of its three remaining hulls was a "cost management decision" and will not affect its ability to grow quickly once operations begin.

The carrier's partner Shun Tak Holdings confirmed the sale to Chinese aircraft leasing firm CMB Financial for US\$83 million, aimed as a debt repayment measure, the *Sydney Morning Herald* said.

As the carrier awaits an outcome on regulatory hearings in Hong Kong, ceo Edward Lau says the decision to sell its eighth of nine aircraft "will not affect its launch plan or its fleet to grow to 18 aircraft after commencing operations".

Its sole remaining aircraft will now be used for test flights with crew onboard as the next steps in the process of obtaining its Air Operator's Certificate.

"Jetstar Hong Kong will continue to work closely with the regulator through the approval process and remains confident of approvals."

No date for said green light appears to be forthcoming soon as Jetstar Hong Kong continues to push its case with regulators against claims by rival Cathay Pacific that parent company Qantas will not be the one calling the shots from Australia, which is against Hong Kong regulations.

G'day, Good France!

LAST Thu French cuisine was celebrated worldwide in a gala event which saw a French dinner served simultaneously in 1,500 restaurants in 150 countries.

33 Australian eateries took part, and Atout France hosted a lavish event at Sydney's Sofitel Wentworth Hotel as part of the celebrations - see the photos on pages **seven** and **eight**.

NTIA tickets on sale

THERE has already been a huge response to the 2015 National Travel Industry Awards gala dinner, after ticket sales opened at 9am today (**TD** breaking news).

The 2015 NTIA will take place at Sydney's Dockside Pavilion Darling Harbour on Sat 18th July, where the winners of this year's hotly contested 37 categories will be announced.

AFTA ceo Jayson Westbury said this year's event is once again expected to be a sell-out, urging the industry to book tickets asap to avoid disappointment.

[CLICK HERE for NTIA tickets](#)

Air Van TC Pam policy

AIR Vanuatu is permitting pax booked on flights to Port Vila, Tanna and other outer islands (except Santo) up until 31 May to alter flights at no charge.

Full refunds must be submitted by 13 Apr - [CLICK HERE](#) for more.



Window Seat

THEY say honesty is the best policy, but maybe not when it comes to trying to promote a destination for tourism.

Irish low-cost airline Ryanair recently found itself some in hot water after being a little too honest in its description of Palermo, one of the carrier's destinations served in Italy.

A number of complaints were sent from the Palermo council, bosses of the airport and local townspeople after seeing their little town described as having been "dominated for many years by the mafia and poverty".

Despite adding "the city has reclaimed a place among European cultural cities," the carrier has apologised, saying content came from a third party, had escaped internal checks and didn't reflect its own views.

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*Sydney to Auckland commenced 28 February 2015



virgin australia

Monday 23rd March 2015

Indigo into Bangkok

INTERCONTINENTAL Hotels Group has debuted its boutique Hotel Indigo brand in Southeast Asia, with the opening of Hotel Indigo Bangkok Wireless Road.

The 192-room hotel is the 62nd Hotel Indigo to open globally.

SQ jacks up SYD route

SINGAPORE Airlines is adding new capacity between Singapore and Sydney, with a fifth daily service scheduled for Thu, Fri and Sat ex SYD, commencing 30 Jul.

The Star Alliance carrier said the three additional weekly flights will meet "prevailing demand for travel to and from Australia", taking its SYD operation from the current 28 to 31 per week.

Operated by Airbus A330-300s, flight SQ251 from Singapore will depart at 2335, arriving into Sydney the next day at 0915.

The return service, SQ252, will push back from Sydney at 1325 (on Fri, Sat & Sun) and is scheduled to touch down back in Singapore at 1945 local time.

Singapore Airlines' A330-300s are configured in a two-class cabin, with 30 Business and 255 Economy class seats.

Choice e-gift reward

GUESTS booking and staying at Choice Hotels in Australia on two separate occasions before 20 May will receive a \$40 e-gift card to reward their loyalty.

The 'Choose Your Gift' campaign is valid at any Econo Lodge, Comfort, Quality, Clarion and Ascend Hotel Collection property, with guests invited to register to the Choice Privileges loyalty scheme to access the reward, via www.chooseyourgift.com.au.

Vouchers can be redeemed with brands including JB Hi-Fi, Coles, Event Cinemas and Myer.



SQ signs its highest speed deal



SINGAPORE Airlines has taken its love of Formula One to new speeds, signing with the Sauber team as its Official Airline Partner.

Under the partnership, SQ will provide air transport for the team bosses, drivers, mechanics and support crew to get to all of the long-haul races around the world.

These will mainly include Asian events such as Malaysia, China and Japan as well as races in the Australasian region and of course its home event in Singapore.

Sauber team principal Monisha Kaltenborn said the whole team was excited at embarking on the alliance with Singapore Airlines.

"We share the same fascination and passion for engineering and consistent ambition for

innovation, highest quality and precision. Sauber stands for a strong brand with a long-time, impressive tradition," she said.

Singapore Airlines cabin crew are **pictured** above celebrating.

HAL cans Tunis

HOLLAND America Line has axed its scheduled port calls in Tunisia for the next 2.5 months aboard *Eurodam* and *Zuiderdam* following last weeks terrorist attacks (**TD** Fri).

Passengers will now visit the ports of Cagliari or Olbia (both in Sardinia) on 21 Apr and 09 & 25 May respectively, while changes for sailings beyond the end of May are still to be determined.

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OzFocus premieres in Canberra



MORE than 30 travel agents in Canberra last week participated in the first ever OzFocus event to be hosted in the national capital. Held at the Kingston Hotel, front line agents were provided with updates from nine domestic suppliers on the latest news and developments, with a chance to win one of four prizes.

The South Australian Tourism Commission came to the party, providing the major prize on the night - a three-day famil to Kangaroo Island and an Indian Pacific rail journey.

Some of the agent prize winners are **pictured** above with suppliers, including event MC and OzFocus national chair, Daniel Toby from AAT Kings; Elise Bell, Sunlover Holidays; Simon Vincent, AAT Kings; Kim Schebella, GSR; Angus Ratcliffe, Driveaway Holidays; Nick Tsolakis & Brooke Brindle, Excite Holidays; Fiona Axford, Broome & The Kimberley Holidays; Alesandra Markovska, Captain Cook Cruises/SeaLink; Dominic Mehling, One&Only Hayman Island and John Digiorgio from Coral Princess Cruises.

WIN TICKETS TO FAST & FURIOUS 7

Win with Travel Daily, United and Universal Studios Hollywood.

This June, high-octane excitement will race onto the scene when Universal Studios Hollywood introduces *Fast & Furious—Supercharged*, a pulse-pounding, adrenaline-fuelled thrill ride as the new grand finale to the world-famous Studio Tour.

To celebrate the new attraction and the launch of daily services from Sydney and Melbourne to Los Angeles, Universal Studios Hollywood and their partner United Airlines are giving away double passes to a special screening of *Fast & Furious 7* on Wednesday 29th April in Sydney.

To win, be the first to answer the following question correctly. Send your answer to furious7@traveldaily.com.au

True or false: Universal Studios Hollywood will open 'Fast & Furious - Supercharged', this year. A pulse-pounding, adrenaline-fuelled thrill ride as the new grand finale to the world-famous Studio Tour.

For more info [CLICK HERE.](#)

VA tops for Feb OTP

NEARLY nine in every ten flights departed on time across Australia in Feb, according to the latest Department of Infrastructure & Regional Development figures released earlier today.

Virgin Australia retained its spot as the nation's most on-time airline in a streak now dating back to Sep last year, with departures at 91.6% and arrivals at 89.2%.

Qantas pegged back part of the 2.1% gap from the month prior to close at 90.1%, now only 1.5% behind its chief rival.

Jetstar and Tigerair closed out the rankings at 84% and 83%, while Virgin Australia Regional Airlines again eclipsed Regional Express by 90.5% to 89.6%.

VA regional arm recorded the highest level of cancellations at 3.1%, followed by QantasLink and VA mainline, both at 1.5%.

The most on-time route was Perth-Darwin, which scored 100%.

Activities on Norfolk

TWO new Scenic FreeChoice activities have been added as part of Scenic Tours' new 2015/16 guide to Norfolk Island.

New experiences include a Christian Brothers cheese tour and a Norfolk Today tour which allows guests to step into the day-to-day lives of Norfolk residents.

Scenic Tours offers a single eight-day escorted itinerary to the tiny Australian territory, staying in the Governor's Lodge Resort and priced from \$3,095pp twin share.

Monday 23rd Mar 2015

NZ ski developments

CONSTRUCTION is underway on a brand new base building at The Remarkables ski resort in Queenstown, due for completion ahead of season open on 20 Jun.

The property offers panoramic views over the skifields provides access to nearby runs & facilities such as ticketing and gear rentals.

Work is also underway at sister mountain Coronet Peak, with new lighting for night skiing and improved take-off & landing areas.

Over at Mt Hutt, earth works and clearing to improve the mini terrain park and build new lower mountain runs is near completion.

Northcliffe funding

THE West Australian Govt will plough \$200,000 into an awareness campaign to promote tourism recovery to areas struck by last month's Northcliffe fires.

The campaign comes as tourism operators in regions including Walpole, Pemberton, Manjimup, Nannup and Bridgetown reported a steep drop in business.

Tourism Minister Kim Hames said the campaign will run across print, online and social media, encouraging visitors to the area over Easter, the Apr school holidays or as a winter getaway.

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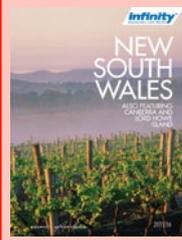
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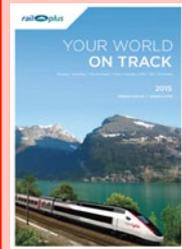


Brochures of the Week

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Infinity Holidays - New South Wales 2015/16
For those planning a visit to Australia's most populous state, the new Infinity guide features a broad range of content aimed both at FIT travellers planning their own break or those seeking a short escorted tour. A new four-day three-night Blue Mountains Short Break has been added to the guide, departing from Sydney, with more day tours also featured. In addition, content from both Canberra and Lord Howe Island can be found in the program, while the overall hotel range has been bolstered.



Rail Plus - Your World on Track 2015
Immediately snatching the reader's attention with a visually striking cover image, the recently launched Rail Plus guide to the globe has been reinforced with a number of new products. Additions include a day tour to the top of a Swiss mountain, Scottish Highlands pass and London sightseeing card, among others. The 40-page guide showcases the wide variety of ways to get around Europe, Asia and North America by rail. Passes, re-loadable tickets and point-to-point tickets are all featured.



YourTrip - Experience Canada 2015
A relatively new entrant to the Australian market, YourTrip bills itself as a small group experiential tour operator and wholesaler for British Columbia and Alberta in Western Canada. Designed to be highly interactive and sustainable to "socially aware" guests, tours place guests with local operators to share local experiences, with highlights being the people met and the activities undertaken. The brochure highlights the company's point of difference, commission level & marketing packages.

Avoid Thai violence

AUSTRALIANS finding themselves in trouble in Thailand are being urged by DFAT to keep the phone number of the Tourist Police force handy if required.

According to an updated notice issued by Smartraveller on Fri, tourists are increasingly finding themselves in disputes with jet ski rental companies and tuk tuk operators over fares & damages.

DFAT says the phone number for the tourist police is 1155.

VRL investing in China

THEME park operator Village Roadshow Limited has announced the creation of a new funds management business to invest in the booming Chinese market.

Chinese finance group CITIC will establish an inaugural fund of \$500 million to invest in theme parks and related real estate.

Opportunities for new theme parks have been identified in Chengdu and Southern China, as well as Malaysia and South Korea.



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Open Skies debate

EXECUTIVES from both sides of the USA versus MEA Open Skies subsidy dispute will tomorrow address US regulators at a high-profile forum in Washington D.C.

The session will allow executives from various airlines to debate their cases, with Etihad Airways ceo James Hogan and Lufthansa Group ceo Carsten Spohr to both put forth their respective views.

American Airlines, Delta Air Lines and United Airlines have accused Emirates, Etihad Airways and Qatar Airways of lobbying the US Government for subsidies to expand their respective networks.

The three Arabian carriers have strenuously denied the claims and counter-accused the three of benefiting from a variety of Chapter 11 bankruptcy bailouts.

MAS fast-track ceo

CHRISTOPH Mueller will take control of Malaysia Airlines sooner than originally planned under a fast-tracked leadership transition plan unveiled last week.

The plan will see the former Aer Lingus chief executive take the reigns at MH on 01 May instead of the original date of 01 Jul.

Current ceo Ahmad Jauhari Yahya will step down on 01 Apr and continue as a non-executive director on the carrier's board.

Mueller's commencement date has been rubber-stamped by the only MAS shareholder Khazanah.

Monday 23rd Mar 2015

CM Airbus deliveries

AIRCRAFT manufacturer Airbus has held a ceremony in Hamburg, Germany after it delivered its 9,000th aircraft to Vietnamese low-cost carrier, VietJet Air.

The A321 is embossed with special '9,000th Airbus Aircraft' livery on its fuselage (pictured).



BW/Agoda p'ship

HOTEL inventory available via Agoda.com has been boosted by 4,000+ properties worldwide after the online travel company inked a new deal with Best Western International.

The pact will see Best Western hotels' distribution expanded in China, Korea, India, Indonesia and Thailand, effective immediately.

4 Seasons Bahrain Bay

BESPOKE hotelier Four Seasons has this month officially opened the Four Seasons Hotel Bahrain Bay, located on a man-made island in the capital, Manama.

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G'day, Good France!

CREATED by the famous Chef Alain Ducasse and M. Laurent Fabius, French Minister of Foreign Affairs, Good France was a worldwide event celebrated on 19 March to enhance excellence in French cuisine and to rank France as the first capital of gastronomy.

The concept was to serve a French style dinner simultaneously in 1,500 restaurants in 150 countries, and for the first edition, Australia registered a very encouraging number of 33 restaurants including among others Guillaume, Rockpool and Tetsuya.

To launch this international unique event, Atout France, in conjunction with Tefal, La Maison du The, Accor and the French Embassy, organised a lavish dinner at the Sofitel Sydney Wentworth.

Pictured below and on the following page are a collection of images from the dazzling event.

RIGHT: Arnaud and Maxime as French waiters and Patrick Benhamou from Atout France alongside the first Eiffel Tower model in Australia to be clad with Tefal cookingware.



ABOVE: The Atout France team comprised of, from left, Camille Hugues, Sophie Almin, Charline Joly, Claire Kaletka-Neil & Flore Rousseau.



RIGHT: Among the guests were co-hosts Wayne Taranto from Sofitel Sydney Wentworth with Wivina Chaneliere from Tefal.



ABOVE: Brad McDonnell from French Travel Connection with Alison Roberts-Brown, Monaco Tourism.

LEFT: The Honourable Bruce Baird AM, with French Ambassador for Australia, Christophe Lecourtier.



ABOVE: Atout France table setting.

ABOVE: Guests enjoyed Martell cognac.

G'day, Good France!

THE Evening's star: exceptional GH Mumm Champagnes served through a six-course dinner by Boris Cuzon (Sofitel Sydney), Jean Marie Le Rest

(French Embassy) and a signature dessert by Guillaume Brahimi. The surprises of the night were a giant Eiffel Tower made of Tefal pans, and an induction by the 'Commanderie de Bordeaux' of the famous Gabriel Gate and Former Minister and ceo at the Tourism & Transport Forum, Bruce Baird.



The dinner concluded with a tasting by La Maison du The exclusive French teas.

To promote Good France in Australia, Atout France took on a very creative cinema campaign in Sydney and Melbourne.



ABOVE: Chef Boris Cuzon from Sofitel Sydney with Chef Jean-Marie Le Rest from the French Embassy.

CLICK HERE to view the clip. For more information, go to www.goodfrance.com.



ABOVE: A ceremonial "knighting" of the Commanderie de Bordeaux with Michel Carriol, Thomas Benhamou and Gabriel Gate as a new member.

LEFT: Another guest of honour - GM Mumm Champagne Jeroboam!

BELOW: Among the mouth watering dishes served during the six-course feast were *Ravioli et consomme de crabe, Poitrine de Porc Confité, Celeri Rave, Parfums d'Estragon and Noisette d'Agneau, Pomme de Terre Fondante, Petits Pois.*



LEFT: Chef Guillaume Brahimi, Sarah Turnbull and Patrick Benhamou from Atout France.



LEFT: Noix de Saint Jacques facon Carbonara, Potimarron, et Chou Vert.

BELOW: 'Classic Opera' by Guillaume Brahimi. What is it you may ask? It is layers of light almond sponge cake, coffee buttercream and dark chocolate ganache, making it a *showstopping* dessert.



Baccarat deals a hand

STARWOOD Capital Group has opened the first property under its new Baccarat Hotels & Residences brand in New York.

The new marque, first unveiled prior to the GFC in 2009, is a management partnership with the Baccarat crystal brand.

Guests are now being welcomed at the 114-room property, which occupies the first 12 floors of a 50-storey tower located on West 53rd Street, across from the Museum of Modern Art.



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CONGRATULATIONS

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from *Carnival Australia*

Erika is the top point scorer for Round 6 of *Travel Daily's* Super 15 Rugby industry footy tipping competition. Erika has won a gift pack from Emirates.

Major Prize:

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

Red tape cost savings

DEPUTY Prime Minister Warren Truss says the government has saved millions through more efficient processes and airport technology improvements.

Revealed on Fri in the 2014 Deregulation Annual Report, Truss said \$17.66 million had been saved by easing restrictions on the use of electronic devices during take-off and landing.

A further \$8.81 million had been found via the implementation of flexible explosive detection and screening technology at Melbourne Airport.

Assistant Minister for Infrastructure and Regional Development Jamie Briggs said the savings showed the government was getting on with delivering new infrastructure at a smaller cost to Australian taxpayers.

FR retracts long plans

IN AN embarrassing U-turn, Irish low-cost carrier Ryanair has "retracted" its statement of last week (*TD* Wed) about planned long-haul expansion, labelling it "a miscommunication".

Chief executive officer Michael O'Leary said the board "has not considered or approved any transatlantic project and does not intend to do so".

However, the *Irish Independent* newspaper has reported that instead of operating long-haul on its own metal, Ryanair may seek to begin long-haul flying by buying a majority stake in a new and separate entity.

US open preclearance

FOREIGN Customs preclearance procedures from Canada into the United States will be extended to land, water and rail crossings in order to improve border efficiencies for tourism and trade.

The move will see travellers entering the US via cruise and rail operations able to clear Customs in Canada prior to boarding.

It will take effect once formally ratified by both countries, with both saying the deal will improve international competitiveness.

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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 17th March and,
2. From 18th March answer the daily question correctly and have the most creative answer to the final question

Send your answers to: irelandcomp@traveldaily.com.au

On which Insight Vacations itineraries can you learn how to pour the perfect pint on a guided visit to the Guinness Storehouse?



Terms & conditions

NSW sculpture exhibit

ACCOR'S Fairmont Resort Blue Mountains has again partnered with local attraction Scenic World to release a holiday deal valid for the upcoming school holidays.

Priced from \$409 per night, the deal includes accom for 2A2C, entry to Scenic World and more.

Hosted Journeys g'tee

ABERCROMBIE & Kent has guaranteed the departure of a number of its Hosted Small Group Journeys, with each themed tour led by an expert in the subject.

Guaranteed departures include the Mongolian Golden Eagle Festival, Morocco, Jordan & India.

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

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

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

TIME TO GET CREATIVE!

DIGITAL MARKETING MANAGER

CENTRAL SYD LOCATION – UP TO \$100K 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!

GROWTH POSITION

CORPORATE TEAM LEADER / MANAGER

PERTH (CITY CENTRE) - SALARY PACKAGE TO \$86K

Due to an increase in business, this Global Travel Management Company is seeking a competent travel manager with a proven track record managing a team of consultants. Working with this established team, you will be responsible for developing and driving the team to achieve results and maintain service levels. Management experience in a corporate travel environment is essential together with a hands on consulting approach when required.

**** NEW ROLES ****

BUSINESS DEVELOPMENT MANAGER x 2

MELBOURNE – SALARY PKG \$60K + CAR + COMMS PKG

Looking after the VIC/QLD market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Working as part of the business development team you will be on the road frequently & will be required to travel interstate regularly. Strong presentation skills together with extensive travel experience throughout China, Vietnam and/or the USA is req'd. Sales & marketing exp preferred.

REPRESENT A FIVE STAR PRODUCT

BUSINESS DEVELOPMENT MANAGER – SA/NT

ADELAIDE – SALARY PKG \$55K + COMM PKG + MILEAGE

Are you a proven sales professional in Adelaide looking for a new product to promote? Responsible for the SA/NT market, your primary role is developing strategies to increase sales, growing sales revenue, building strong ongoing relationships with key industry agents, together with attending trade shows/expos. Previous experience in the travel industry as a sales executive or solid sales consulting experience essential.

ANALYSE THIS GREAT CAREER MOVE

BUSINESS AND SYSTEMS ANALYST

SYDNEY – SALARY PACKAGE UP TO \$85K

Are you experienced with online booking systems and have a strong background in technology? In this role, you will be responsible for building and executing new system processes to improve business performance, identify areas of improvement relating to business and technology processes, together with overall analysis of business practices and procedures. Bring your analytical approach to this winning travel company with ongoing career progression.

HIT THE ROAD WITH A LEADING BRAND

CORPORATE SALES MANAGER

SYDNEY - SALARY PACKAGE \$95K

This leading travel company is looking for a Sales Executive who is passionate about MICE along with the ability to source and secure new business. You will have a real drive, passion and understanding of the MICE market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm.

BE A NURTURER

CLIENT RELATIONSHIP MANAGER

SYDNEY - SALARY PACKAGE UP TO \$85K

Due to expansion this award winning TMC is looking for an experienced CRM, an exciting time to join a dynamic team. You will be managing a portfolio of high profile accounts and be responsible for identifying growth opportunities and travel trends in the industry. Essentially you will have experience from a TMC or similar, with outstanding knowledge of managing multiple accounts and reporting requirements. Claim your spot and apply today!

TOUR OPERATOR

SENIOR MANAGER

BRISBANE CBD – EXECUTIVE PKG

This award winning company is looking for a senior manager to join their dynamic team. You will be responsible for supporting, managing & coaching the team to succeed, ensuring the business delivers exceptional levels of customer service, managing & reporting on the company's performance. Proven ability as a senior manager leading and managing a successful business, good communication skills & commercial expertise is essential.

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TRADE RECRUITMENT**



Retail Branch Manager

Sunshine Coast, \$Excellent, Ref: 1501PS1

Experienced 2IC ready for your own store or a hands on Manager who is looking for a fresh challenge? Want to work with one of Australia's leading travel companies? If you are a natural leader, enjoy motivating a small team and have a demonstrated high level of customer service then I want to hear from you today! Working in centrally located offices you will be responsible for the stores day to day running. Strong GDS skills and previous management in a similar travel environment are essential.

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

Travel Branch Manager

Newcastle, Excellent base + uncapped comm, Ref: 1411MB1

A fantastic opportunity has arisen for an experienced travel professional who would like to take their next step into Retail Travel Management. As a Retail Travel Branch manager you will be responsible for managing the daily running of the office as well as motivating your team to achieve sales targets. You will still have a hands on role consulting and using your expert travel knowledge to interact with colleagues and clients. Help lead this branch continue with growing success.

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

Wholesale Reservation Manager

Melbourne, \$53-55k, Ref: 1639KF1

This forward thinking wholesale travel company seek an experienced Team Leader, you will need to bring with you excellent team management and motivation skills along with a real passion to succeed! Be ready to be rewarded with unsurpassed travel industry perks, bonuses and a fantastic modern office atmosphere. This really is a unique opportunity for someone with proven leadership skills and a passion for training and motivating staff in the world of travel to join this company.

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.

Cruise Specialist

Brisbane, Competitive \$, Ref: 1573AW4

We want to hear from you if you are an experienced Travel Consultants wanting their work/life balance back. If you live in North Brisbane, this role is on your doorstep. You will be currently working in the Travel Industry, have wealth of industry knowledge including airlines, wholesalers, cruise products (cruise accreditation is an advantage), travel insurance and other auxiliary products. You would be a proficient user of a GDS. Warm client base is waiting for you! Apply now!

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

Events Travel Consultant

Central Coast, \$NEG D.O.E + Super, Ref: 2158SZ2

Work close to home! No more commuting to the CBD, Monday to Friday only! This is the dream job for anyone living in the Central Coast. Work, life balance and working for a company that cares about their consultants, not to mention rewarding educational trips and attending events. This is the perfect opportunity for an experienced travel consultant with STRONG fares knowledge along with a great customer service focus to really be apart of a fantastic independent travel agency.

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

Corporate Travel Leisure Consultant

Melbourne, Competitive Base, Ref:1593DV3

Looking to mix things up with a new challenge and the chance to move into a different sector within the travel industry? This is a fantastic opportunity for an experienced Travel consultant that has a passion for leisure to move across to working with Corporate clientele! You will be working for an established global travel company in the Melbourne area and be rewarded for your hard work with excellent salary and perks! This is rare and exciting opportunity not to be missed!

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

Business Development Executive SA & NT

Adelaide, \$50K, Ref: 1634LB2

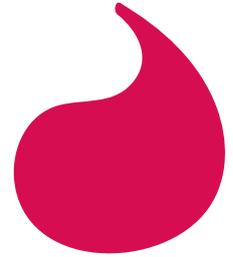
This destination specialist is currently looking for a highly experienced sales representative, to promote their brand on the road to travel agents around Adelaide. Do you have sales experience within the travel industry? Are you often described as a very proactive person? YES? Then this could be the role you have been waiting for!! Excellent benefits are on offer for a travel sales superstar that can effectively foster business relationships. Interviewing now so don't delay!

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

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- **Perth:** <http://applynow.net.au/jobs/F166228>
- **Brisbane:** <http://applynow.net.au/jobs/F166660>
- **Melbourne & Surrounds:** <http://applynow.net.au/jobs/F164013>
- **Hobart:** <http://applynow.net.au/jobs/F166940>
- **Mornington & Surrounds:** <http://applynow.net.au/jobs/F163845>

Business Development Managers

- **Perth:** <http://applynow.net.au/jobs/F188274>
- **Melbourne:** <http://applynow.net.au/jobs/F167739>



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Best Hotel/ Resort Group CATEGORY 33 - NTIA AWARDS



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CATEGORY 31 Best Sales Executive - Industry supplier



Adam Ferraro

Business Development Manager
VIC/TAS

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