

FABULOUS FREESTYLE



ISLAND ESCAPES WITH VIRGIN AUSTRALIA

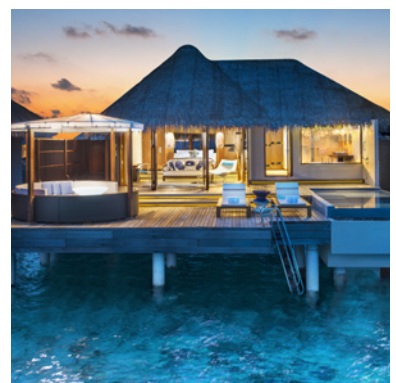
Airfare sale and
FREE nights
in Bali, Fiji
and Phuket

ISLAND ESCAPES	PER PERSON	PER PERSON	PER PERSON	PER PERSON
Perth to Bali	\$1,199	\$1,199	\$1,199	\$1,199
Perth to Fiji	\$1,199	\$1,199	\$1,199	\$1,199
Perth to Phuket	\$1,199	\$1,199	\$1,199	\$1,199
Perth to Bali & Fiji	\$1,199	\$1,199	\$1,199	\$1,199
Perth to Bali & Phuket	\$1,199	\$1,199	\$1,199	\$1,199
Perth to Fiji & Phuket	\$1,199	\$1,199	\$1,199	\$1,199
Perth to Bali, Fiji & Phuket	\$1,199	\$1,199	\$1,199	\$1,199

HURRY TO BOOK BEFORE 31 MARCH

australia

WIN A MALDIVES HOLIDAY!



**Book Maldives before 23 May to win a 6 night
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This fabulous prize includes return flights, transfers, 3 nights at the Sheraton Full Moon Resort & Spa and 3 nights at the W Retreat & Spa Maldives!

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Travel Daily

First with the news

Thursday 26th March 2015

COOK ISLANDS

Multi Award-winning Destination
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= Happy Travellers

See deals

ICC Final supp flights

QANTAS is beefing up trans-Tasman capacity to Melbourne & Sydney for the ICC Cricket World Cup final being played on Sun.

Three supplementary 737-800 return services are scheduled between Auckland & Melbourne on Sat and Mon, along with one extra return service between Auckland and Sydney on Mon.

Air New Zealand has also added a 777-200 return flight between AKL-MEL on Sun, returning Mon.

Expedia+ loyalty launches

EXPEDIA has today launched a new loyalty program in Australia and New Zealand, with the so-called "Expedia+" offering rewards points for both travel agents and consumers.

Consultants using the Expedia Travel Agent Affiliate Program (TAAP) can now register for the rewards scheme, under which they will earn Expedia+ points for a variety of travel bookings - in addition to the commission they already earn.

Points can be used toward future hotel and package bookings on the Expedia platform.

Expedia TAAP manager Stuart Udy said the loyalty scheme would "offer a valuable return for agents and is highly competitive when compared to other

programs in the market".

Agents earn two points per dollar spent on hotels, packages and activities on the Expedia TAAP site, and the points can be redeemed either by the agent themselves or offered as a future discount to customers.

Consumers are also invited to sign up for the Expedia+ program themselves to "unlock a members only experience" when they shop for travel online.

Customers who join the scheme are offered "Unreal Deals" with significant savings, hotel price guarantees and special offers.

They also get triple points for bookings via the Expedia app, and top tier members receive value-adds such as spa discounts and free drinks at participating hotels.

Freestyle free-for-all

FREESTYLE Holidays is promoting a range of "island escapes" with Virgin Australia offering free nights in Bali, Phuket and Fiji for bookings by 31 Mar.

The wholesaler is also offering consultants the opportunity to win a Maldives holiday worth a whopping \$12,000 including flights, transfers and three nights at each of the Sheraton Full Moon and W Retreat & Spa - for details, see the **cover page** of **TD** today.



2015 EUROPE RIVER CRUISING

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IN 16 DAYS

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*Conditions apply

Nine pages of news!

Travel Daily today has nine pages of news and photos, plus a front cover page for the **Pinpoint** plus full pages: (**click**)

- AA Appointments jobs
- Travel Trade Recruitment
- Rail Plus
- Sunlover Holidays

Signature Sunlover

SUNLOVER Holidays has launched a "Signature Collection" of unique Australian experiences.

The new brochure features handpicked hotels, lodges and resorts across the country plus exclusive gifts for guests - see the **last page** for details.



Fiji Family Sale!

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First with the news

Thursday 26th March 2015

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Kayak set for local push

TRAVEL meta-search giant Kayak is set to significantly boost its activity in Australia, with the company's local site having been refined for Australian conditions since its debut here 18 months ago (**TD** 18 Oct 2013).

The company's APAC vice president Debby Soo told **TD** a key enhancement, developed specifically for the Australian site, is the ability for consumers to compare prices inclusive of surcharges for various payment types - bypassing the so-called "drip feeding" of fees added during the booking process.

Suppliers are asked to provide details of all their surcharges, and those who don't are given a lower priority in search results.

Kayak isn't an OTA in itself, but instead gathers prices for flights, hotels and other products via GDS, supplier APIs and other sources to allow consumers to view the cheapest prices.

Once an option is selected users are directed to the relevant supplier website to book.

As well as the fee calculator, Soo said another unique feature

of the Kayak website is a "confidence graph" which collates historical booking trends and advises users if they should book now in case of pending price rises.

The site also highlights "hacker fares" which find the lowest prices when combining two one-ways rather than a return trip.

In conjunction with the relaunch today, Kayak has released some research based on its experience, including the interesting finding that 31% of Australians had "abandoned booking a holiday online because it takes too long".

The study also found that hidden costs were the most frustrating concern for Australians booking travel on the internet.

McEvoy SeaLink chair

SEALINK Travel Group this week confirmed the \$6m purchase of two new 300 passenger vessels for its Captain Cook Cruises operations on Sydney Harbour.

Former Tourism Australia md Andrew McEvoy has also been appointed as the company's next chairman - more appointments on **page eight** of today's **TD**.

APT

THANK YOU
FOR YOUR NOMINATION

APT are thrilled to have been nominated in the following categories at the 2015 NTIA Awards:

- ✓ Best Tour Operator - Domestic
- ✓ Best Tour Operator - International
- ✓ Best River Cruise Operator

Four of our sales team have also been nominated for 'Best Sales Executive'

THANK YOU FOR YOUR CONTINUED SUPPORT

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First with the news

Thursday 26th March 2015




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* Conditions Apply.
CLICK HERE for further details

DFAT revises Vanuatu

THE Department of Foreign Affairs and Trade has reissued its Smartraveller bulletin for Vanuatu, lowering the level to the “exercise a high degree of caution” category.

DFAT increased the advisory level following the widespread devastation caused by Tropical Cyclone Pam, but now says tourist infrastructure is being repaired and essential services restored.

Infrastructure on Espiritu Santo is operating normally, and the advisory level for Santo and surrounding islands is again at the lowest “exercise normal safety precautions” level.

Precise Travel Marketing advises that Vale Vale Beachfront Villas in Port Vila is open, while Ratua Private Island on Santo will re-open on 28 Mar and White Grass Ocean Resort on Tanna will begin welcoming guests from 07 Apr.

Hideaway Island Resort at Port Vila says it is “open for business”.

Ventures secures Fez

SOUTH Australian wholesaler Venture Holidays has added to its growing list of GSA appointments, signing Fez Travel Turkey.

Fez Travel managing director Ekem Usta said Venture Holidays’ experience & extensive networks made the company a perfect fit to increase Fez’s brand awareness and market share in Australia.

The small group tour operator has experienced “considerable growth” over the last few years, Usta said, moving away from its Fez Bus budget tours of Turkey to a greater focus on high-quality mid-range product.

It specialises in tours of Turkey & Greece for groups of no more than 20 passengers and has over 500 guaranteed departures scheduled year-round.

Fez Travel was also represented in Australia by Adventure World for a number of years.

The new agreement takes effect from 01 Apr.

Wolgan Valley cuts

THE takeover of the Emirates Wolgan Valley Resort near the NSW Blue Mountains by One&Only (**TD** 06 Nov) looks to have resulted in organisational changes for the Wolgan sales team, some of which were made redundant earlier this week.

The team was led by Morag Ritchie, with no firm details provided by One&Only apart from a statement saying the company is “committed to Australia and building the strongest team to support both One&Only Hayman Island and Emirates One&Only Wolgan Valley for the long term”.

MEANWHILE, the Wolgan Valley staff aren’t the only ones to be in a period of transitional change, with Hamilton Island axing its three-strong public relations team comprising Sophie Baker, Gemma Christie and Katie Cahill earlier this week.

It’s believed the move was part of a cost review at the resort.



Window Seat

A MAN who attempted to smuggle his wife into the European Union only succeeded in embarrassing her after their elaborate plot was discovered.

The couple were travelling by train from Moscow to Nice and were concerned they didn’t have the correct EU papers.

Border guards detained the man at a railway station in the Polish town of Terespol, on the border with Belarus, because they were suspicious about his “abnormally large luggage”.

When officers opened the suitcase the woman sheepishly emerged - and the scheme was completely unnecessary.

“Had she been sitting next to her husband she would have made it through without incident,” a guard said.

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BUSINESS CLASS NOW AVAILABLE ON TRANS TASMAN AND PACIFIC ISLANDS FLIGHTS.

The Business Class you’ve been waiting for is arriving 31 March 2015*. With a stylish cabin, luxurious leather seats and a mouth-watering Luke Mangan designed menu, you’ll feel at home from the moment you step on board. **Available for bookings now.**

*Sydney to Auckland commenced 28 February 2015



 **australia**

Accor Swim Aus deal

ACCOR has renewed its deal with Swimming Australia as Official Sponsor & Hotel Partner for a further two years.

The two year extension will see Swimming Australia staff, athletes and executives accommodated at hotels including Sofitel, Pullman, MGallery, Novotel, Sebel, Mecure & Ibis and participate at various Accor events throughout the year.

Canada pre-release

SCENIC Tours has today rolled out its Canada, Alaska & USA Pre-Release program for 2016, offering North American trips at 2015 prices for a limited time.

Early bookers are guaranteed the best price on next year's tours & extra benefits such as preferred date selection, earlybird offers and upgrades.

As an added incentive for the trade, the agent with the highest number of accrued bookings from the 2016 Canada, Alaska & USA program by 30 Nov will win a Canada & Alaska cruise tour of their own which includes a two day Rocky Mountaineer, Holland America Line cruise and accom at Fairmont Hotels & Resorts.

See www.scenictours.com.au.

Ovation Tianjin based

ROYAL Caribbean International have announced it will deploy its third Quantum-class ship to the China market in 2016.

Ovation of the Seas is currently under construction and expected to launch in Apr next year.

President & ceo Michael Bayley said *Ovation* would be based at Tianjin, joining *Quantum of the Seas*, *Mariner of the Seas*, *Voyager of the Seas* and *Legend of the Seas* in China - more info in today's issue of **Cruise Weekly**.

My time for... Hong Kong

HONG Kong Tourism Board last night unleashed new branding to Australian trade at an event in Sydney, repositioning its message from a 'product' driven focus to 'experiential' travel.

The 'My time for...' branding aims to make an emotional connection and engagement with first-time travellers, "repeaters" and the trade, HKTb regional director Andrew Clark commented.

The re-direction encourages visitors to tailor a Hong Kong experience to their tastes, which for the Australian market is centred on shopping, dining and nightlife, city icons and culture.

"By adapting the tagline, the HKTb aims to bring to life the destination's unique experiences and major events for travellers across its promotional and advertising campaigns, including digital and online promotions," the tourism organisation said.

A new website skin 12 months in the making has been launched, with simplified navigation and an 'insiders guide' enabling users to get into the real "nitty gritty" of Hong Kong, Clarke (pictured) said.

Clarke told **TD** that HKTb aims to boost its number of online trained Hong Kong Specialist agents by double over coming months through trade partner initiatives.



The new brand will be activated starting next month - for more, see www.DiscoverHongKong.com.

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Best Wholesaler - Australian Product
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Category 19: Best Airline International - Online
Category 31: Best Sales Executive - Industry Supplier
Kirstie Egan
Matt Endycott
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Virgin australia

CNS, OOL returns set to surge

ACCOMMODATION providers in Cairns and on the Gold Coast are likely to reap the benefits of the lower Australian dollar, according to a forecast revealed this morning by hotel analyst Dean Dransfield.

Speaking at the No Vacancy conference in Sydney, Dransfield

detailed figures showing average revenue per available room (RevPAR) for Cairns is expected to grow a healthy 8.7% this year, and an average 7.3% annually through to 2017.

On the Gold Coast, RevPAR will increase 8.2% in 2015 and 6.7% each year for the next 3 years.

That's a stark contrast to other markets such as Adelaide, where RevPar this year will decline 3.1%, as well as Darwin which will see a drop of 4.9%.

Sydney and Melbourne are expected to perform well, with a three year average RevPAR growth rate of 6% and 5.9% respectively.

Overall, Dransfield was upbeat about the prospects for the Australian hotel market - and in particular for growth in Australia's five star portfolio.

Unlike the situation some years ago, he said there's "plenty of money around" with global investors willing to put cash into projects in Australia - such as the W in Brisbane and the new Ritz-Carltons in Melbourne and Perth.

Dransfield said governments were now much more supportive, seeing hotels as essential tourism infrastructure, while investors are encouraged by the long term prospects for growth.

Thursday 26th Mar 2015

Travel Daily
First with the news



THERE were more than poker machines dinging in Las Vegas last week with this group of agents spending the time of their life getting to know Sin City better.

The agents were taking part in the Las Vegas/Nevada Brand USA & Hawaiian Airlines Great Outdoors Mega Fam, which was jointly hosted by the Las Vegas Convention & Visitor Authority.

Over three days, the LVCVA rolled out the VIP treatment which included The High Roller at The Linq Hotel & Casino, *Mystere* by Cirque du Soleil, the Mob Museum, a night helicopter flight down the Strip and the quintessential visit to the iconic Graceland Wedding Chapel.

Following a jam-packed

time in Las Vegas, participants experienced the best of Nevada, hosted by Nevada Commission of Tourism.

Pictured from left are Kim Heard, Venture Travel & Events (NZ); Brooke Williams, Flight Centre West Ryde; Opal Saenju, Flight Centre (NZ); Charbel Dib, helloworld Parramatta Westfield; Tricia Stevenson, Flight Centre Robina; Erik Shpeley, Travel Guru Australia East Brisbane; Caleb Rybalka, Flight Centre Earlville; Joanne Warne, Sister Act Travel; Lisa Dorreen, House of Travel (NZ); Samantha Spencer, Student Flights; Jenna Whiteford, Flight Centre Bateau Bay; Lydia Haydon, Harvey World Travel (NZ) & Anne Morris, LVCVA Australian rep.

Book non-GDS hotel content (including GTA, HotelBeds & Expedia) within your Workspace.

Sabre Pacific's NEW RoomDeal App. Just Launched!

RoomDeal is a revolutionary new Red App for pre-paid hotel bookings. It plugs straight into your Sabre Red Workspace, so you can search all the world's major hotel content aggregators, get info, location maps and real-time room availability, and, of course, book rooms. All with a passive segment automatically in your PNR.

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GETTING up close and personal with some enormous elephants was an undoubted highlight for this group of Travellers Choice agents treated to an African fam. Hosted by The African Safari Co,

Finnair invest in wi-fi

ONEWORLD carrier Finnair has announced it will introduce wi-fi onboard its first aircraft, with the technology to debut on its first Airbus A350-XWB aircraft.

AY's board has approved a €30m (AU\$42m) investment in wi-fi connectivity to the majority of its wide-body and narrow-body fleet

The carrier will start equipping its long-haul A330 fleet & short-haul European Airbus fleet with the tech between 2016 and 2018.

the agents explored Botswana, taking in plenty of scenic vistas & viewing game in official reserves.

The group visited the Nxai Pan and went back to nature at Meno a Kwenya for a bushman experience before heading to the Moremi and Okavango Delta.

Transfers around the country during the trip were onboard a light aircraft, which the group agreed was the only way to travel the vast open landscapes.

Each evening was capped off with a stay in a comfortable lodge with fine food and beverages.

Pictured above from left during a unique Elephant Experience is Heidi, Anni, Gill, Viv, Danielle, John, Susie, Warwick (partially hidden), Jan, Carol and Gary, with the safari tour guide at right.

QF/EK Asia fare rejig

QANTAS is today advising the trade of changes to international Economy seasonality for travel between Australian and Asia on its joint network with Emirates.

The "new approach" to flight seasonality also extends to fares and surcharges on routes to Singapore, Malaysia & Thailand, the Australian carrier said.

For more details, log on to www.qantas.com.au/agents.

Resorts World action

MALAYSIAN company Genting Berhad will break ground on the US\$4 billion Resorts World project in Las Vegas in May.

The Asian-themed development is going up on the site of the former Stardust casino, near Circus Circus and the Riviera, and will be home to 3,000 hotel rooms, 3,500 slot machines and table games, 4,000 seat theatre and 30 restaurants and bars.

Work on the site is earmarked to commence on 05 May.

EK ICC comp winner

CONGRATS to Michelle Chard from APT who was the winner of this week's mini-comp to win a double pass to the ICC World Cup cricket final at the MCG on Sun, courtesy of Emirates.

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

What type of aircraft is used on United's daily nonstop service between Melbourne and Los Angeles?

For more info [CLICK HERE](#).



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To apply, forward your CV and covering letter to recruitment@globusfamily.com.au with the position title in the subject line by 10 April, 2015.

Guides for food tours

MASTERCHEF Travel - part of the Cox & Kings Australia family - has released three agent flyers detailing its upcoming escorted culinary themed itineraries.

Tours to Italy, England and India are slated to depart this year, with spots still available on each.

Each departure is guided by a well-known food identity - details at www.mastercheftravel.com.au.

Rosie's Corner

Today's update is brought to you by Rosie Holidays

Bula and welcome to the first edition of Rosie's Corner for 2015!

Fiji is renowned for its picturesque beaches and sparkling blue waters, its ideal year round temperatures and friendly locals. But people are turning to Fiji to gain back 'family time', something that's often neglected with busy lifestyles. Fiji offers the ultimate in family holidays, with something to suit everyone and at an affordable price.

For clients looking for an ideal family escape, we recommend an island getaway. Plantation Island Resort in the Mamanuca Islands offers kids stay and eat free programs, and with free access to the Coconut Kids Club parents can choose to spend time with the kids or have the opportunity to relax and unwind on their own! 5 night packages and flights start from \$245 per child and \$1,049 per adult and include free nights and a FJ\$300 food credit.

If your clients prefer to stay on the mainland, Shangri-La's Fijian Resort & Spa on the Coral Coast offers outstanding family value. Kids under 12 stay, play and eat free and all rates include breakfast daily and complimentary internet. The resort offers plenty of activities for both adults and children, including a 9-hole golf course, a putt-putt course, kayaking and snorkelling allowing families to spend as much time together as possible.

For more information on Fiji family offers or to make a booking contact Rosie Holidays on 1300 133 524.



Nexus visits highlights of China



NEXUS Holidays and China Eastern Airlines banded together recently to host 14 agents from NSW & Vic on an eight day family through Beijing and Shanghai.

The famils showcased the wide variety of attractions for visitors to both cities including Tiananmen Square, Forbidden City, Temple of Heaven, Summer Place and the Great Wall of China in Beijing, and Shanghai's Nanking Road, Old Town, Oriental Pearl Radio & TV Tower and the Yu Garden.

Agents were also immersed in Chinese culture at the Wangfujing Street food markets in the capital, where some of the group sampled scorpions, starfish, silk worms and seahorse snacks.

The Nexus Holiday sellers are pictured at Oriental Pearl Radio & TV Tower.

Back row from left are Jason

Lu, MU; Kenneth Warren, Flight Centre Taree; Grant Katavich and Jennifer Chang from Ozgogo; Madeleine Lipson, Trip-a-Deal; Alexander Perchorowicz, Flight Centre Burwood; Tania Huppatz, Travel Counsellors; Kellie Ferguson, Travel Diversity and Julie Stephens from Ucango.

Middle row: Ashley See; Flight Centre Forster; Tammy Smith, Nexus Holidays and Courtney Parker-Boyle from Dial-a-Trip.

Front row: Theresa Kwong, TravelManagers; Holly Callaghan, Helloworld Morisset; Sharon Buggy, Travel Options; Jane Bascunan, Travel Shop and tour guide, Leo.

Dusit Krabi take-over

MBK Hotels & Resorts have signed a new management deal with Dusit International which will see the Sheraton Krabi Beach Resort in Thailand rebranded as Dusit Thani Krabi Beach Resort, effective 01 Jul.

Luxperience Events

HIGH-END travel exhibition Luxperience has announced it will debut a new tailored events division at its 2015 showcase.

Dubbed 'Events by Luxperience', the new business arm will aim to offer more focused product for conference and event organisers seeking luxury function offerings.

The company says it is expecting over 300 exhibitors to be on hand to meet with buyers this year.

Luxperience 2015 is due to take place in Sydney from 06-09 Sep.

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Thursday 26th Mar 2015

Strzelecki upgrade

THE Federal Govt has given a green light for \$11 million in funding for upgrade works on close to 50kms of Queensland's section of the Outback Way.

The corridor is a crucial link across the heart of Australia, linking Laverton in WA to Winton in Queensland, passing through the Northern Territory.

Enhancements will be carried out on almost 35kms of Kennedy Development Road and close to 14kms of the Donohue Highway, Minister for Infrastructure and Regional Development Warren Truss announced yesterday.

Truss said the investment will deliver "economic benefits to remote Queensland communities through improved transport, employment and tourism opportunities".

MEANWHILE, work has begun on a \$1.2 million upgrade of the Strzelecki Track in South Australia.

The outback trail is used by a number of 4WD expedition-type touring companies to explore the Strzelecki Regional Reserve.

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- Natalie Tempini, Corporate Travel Consultant



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Carlson Wagonlit Travel

GlobalCARS deadline

INCENTIVES from globalCARS of up to nine free days, reduced fees and special rates on Citroen, Peugeot and Renault leases in Europe are set to expire 31 Mar.

Cheering at the mountains' base

DIE-HARD Penrith Panthers NRL fan Karli McKenzie is cheering extra loud for her team this season in her new jersey, won recently from InPlace Recruitment.

The industry HR firm sponsored a recent round of the **Travel Daily** NRL Tipping competition, offering a prize to the top tipper of a new jersey from their preferred side.

McKenzie is **pictured** right with her new gear.



Travelport 100 airlines

ONE-HUNDRED airlines have now signed up to Travelport's Rich Content and Branding merchandising technology, the travel tech firm said today.

The recently-launched solution allows agents to customise a ticket booking by adding required ancillaries, with airlines in control of how their products appear.

Newest carriers to adopt the solution include China Eastern, TAP Air Portugal and LATAM.

Pacific VIP program

PACIFIC Resorts Hotel Group has launched a new agent VIP program, offering rewards to travel agents effective on 01 Apr.

The property group has three resorts on sale in the Cook Islands in the Pacific Resort Rarotonga, Pacific Resort Aitutaki and Te Manava Luxury Villas & Spa.

Prizes such as 50% on room rates and monthly incentives are on offer as well as annual rewards.

CLICK HERE to join the program.

Sick of Putting Out Fires? Client Relationship Manager - Sydney

Our Sydney team is looking for an experienced Client Relationship Manager with at least 10 years industry experience and a minimum of 3 years in a corporate client relationship role. You will be responsible for a portfolio of high profile and well-managed clients. The role involves 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.

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.

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Industry Appointments

Click here for our latest jobs in Travel, Tourism, Events and Hospitality.



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

Grand Pacific Tours has named **Karen Lowe** as its new NZ South Island Operations Manager. She takes the place of Wayne Bowman who leaves the company on 30 Jun after ten years.

Renee Stanton has been named as National Sales Manager for **Insider Journeys**, to help build the former Travel Indochina's new brand across the Australian travel trade.

Travel Counsellors has appointed **Chriss Perry** as a Business Development Executive. Her experience includes time with Traveland and Travelscene and most recently with Intrepid's Private Groups team.

Crown Resorts has restructured its management team, with the current Crown Perth GM of Hotels, **Shaun D'Cruz** becoming General Manager of Crown Towers Melbourne effective 01 Jul. **Peter Crinis**, Crown's Chief Operating Officer Hotels, Retail and F&B has been appointed as head of the Crown Hotels Brand. And Crown Towers Melbourne GM **Andrew Cairns** will relocate to Perth to look after Crown Metropole Perth, Crown Promenade Perth and the planning of Crown Towers Perth.

Larry Burrows has taken on another role, having been appointed to represent **Reed Holidays Group** in Queensland and NSW. He'll look after the Australian Air Holidays, Seniors Coach Tours and Young at Heart Holidays brands alongside his other existing clients.

Qantas Airways gm China **Andrew Hogg** has been appointed as **Tourism Australia's** new Regional General Manager Greater China.

FJ confirmed sponsor

FIJI Airways has been confirmed as the Platinum Sponsor for the upcoming Fiji Tourism Exchange.

The carrier says its alliance with the exhibition will help it showcase the diversity of tourism products in the island nation.

Held for the second time in 2015, the now-annual event is due to take place at the Denarau Convention Centre 15-19 Jun, with registrations closing soon.



IHG foot on Thai gas

GROWING tourism arrival numbers in Thailand has led InterContinental Hotels Group to expedite the launch of 11 new hotels planned over four years.

Four brands will represent the IHG growth, with two InterCon's, four Holiday Inn, one Hotel Indigo & four Holiday Inn Express hotels.

The accom firm says it wants to grow its base in SE Asia by 53 new hotels over the next five years.



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COMO specials

COMO Hotels & Resorts has some special deals at its properties in the Maldives and Thailand, including a Pay 5 Stay 7 deal at Maalifushi by COMO.

The same property offers a 10% discount for bookings 60 days in advance, or 5% for 30 days ahead.

In Thailand, COMO industry rates are available at The Point Yamu by COMO resort in Phuket starting at THB4,500++ per room per night including breakfast, while Bangkok's Metropolitan by COMO starts at THB3,500++ for a city room - comohotels.com.

DL/VS expand routes

TRANSATLANTIC partners Delta Air Lines and Virgin Atlantic have announced six new daily services.

The joint venture includes new daily flights between Philadelphia - London Heathrow (starting 26 Apr) & New York JFK- Manchester (from 21 May), operated by DL.

VS is introducing daily services from London Heathrow to Detroit commencing 01 Jun, as well as seasonal flights from Orlando to Belfast (in Jun & Jul) and Las Vegas to Glasgow (Sep & Oct).

Virgin Atlantic is also resuming flights from London Gatwick to Tobago in the Caribbean.

Other adjustments will see VS take over DL's Atlanta-Manchester service from this weekend, while the British carrier will exchange one of its daily Newark-London Heathrow services to Delta.

Celebrating with the little people

THEY'RE not quite leprechauns, but today's Tourism Ireland competition entry comes from Karen Balfe of Virgin Australia, who suggested the industry should "celebrate Paddy's Day with the little people".

The competition has less than a week to run now, with daily questions complementing the photo entries and a trip for two to Ireland up for grabs - including flights - courtesy of Tourism Ireland and Insight Vacations, which is providing a seven day guided holiday as part of the fabulous prize.

For more details, see the competition box at left.



MK to Chengdu

AIR Mauritius is expanding operations into China with the resumption of a single weekly flight to Chengdu (**TD** 08 Dec).

GDS has the flights commencing 06 Jul using an A340-300 aircraft, but bookings are not open yet.



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**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 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

Name this iconic attraction (pictured left) on Ireland's Causeway Coastal Route.



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MAKE USE OF YOUR SALES SKILLS

**CORPORATE SALES EXECUTIVE
MELBOURNE – LUCRATIVE SALARY PACKAGE**

Bring your corporate hunting skills to a global travel company and be rewarded accordingly. In this well recognised organisation, you will be responsible for researching and identifying sales opportunities, generating leads and building solid relationships with new clients in the SME market. Use your negotiation skills, to secure new business, together with your strong ability to communicate. Senior salary will be on offer to the successful applicant.

ARE YOU A NATURAL BORN LEADER?

**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.

REPRESENT A UNIQUE PRODUCT

**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.

SALES REPRESENTATIVE - TOURING 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.

MIX IT UP IN THE MICE MARKET

**CORPORATE SALES MANAGER
SYDNEY - SALARY PACKAGE \$95K**

This leading travel company is looking for a sales expert 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.

UNIQUE PRODUCT ROLE

**PRODUCT MANAGER
CENTRAL SYD LOCATION – UP TO \$80K PACKAGE**

This is your chance to join a successful growing technology company. You will have a passion for sales and product expertise with good GDS knowledge and business analysis skills. You will interact with various areas of the business and work closely with customers to drive and recommend solution offerings. Can you influence? Are you a product expert looking for something different?
This role is for you!

YOU CAN'T WORK WITHOUT TECHNOLOGY

**SALES & ACCOUNT MANAGER
SYDNEY – POTENTIAL \$85K PACKAGE**

Make your travel career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you have industry sales or account management experience 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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FIT and Cruise Specialist

Brisbane, up to \$55K + super, Ref: 1603AW1

Are you an experienced retail or wholesale travel consultant with great cruise expertise? If you enjoy selling holidays online and on the phone and are able to keep up with a demanding client base we would love to hear more about your expert product knowledge of cruising, GDS & fares. Bring your first class customer service skills & in return not only are Mon - Fri, 9 - 5 hours on offer with this reputable travel company but they are also offering a higher than average base salary and bonus!

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

Branch Manager & Consultant

Newcastle, Excellent base + Bonus + Super, 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. We are also looking for experienced consultants, Full time or Part time available for the right candidate, this would also suit a candidate who wants to work in an office instead of home.

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

Product Manager

Melbourne, \$65k, Ref: 1645KF1

Looking to challenge yourself in your next role? A long standing, industry leading company has a new and exciting position on offer for an experienced Europe & Middle East product manager. We are looking for an experienced travel professional to jump on board with this new position, bringing creativity, passion and enthusiasm in order to reap the rewards! You will need to have managed a destination through high and low times and be keen to develop and strive for the best within your brand.

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

Hotel Duty Manager

Perth, \$53k+ Super, Ref: 1643MD1

Career stagnated? Looking to work for a global company that can offer you so much more than just a job? This is a fantastic opportunity for someone that is after career progression within a global brand! We need a "can do" Duty Manager for a luxury hotel in the CBD. If you are able to work under pressure, have a great personality, professionally groomed, are adaptable to change and are looking for a career within a fantastic 5* luxury hotel brand, then this is the role for you!

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

Travel Consultant

Gold Coast, OTE\$60K+, Ref: 1551PS1

Are you a sales guru with strong fares & GDS knowledge? Have you built your skill set to a level where you can work autonomously within a team environment? This award winning agency are offering a real work life balance where you'll even get your lunch breaks back! Suited to target oriented consultant who is solution focused, I.T savvy and is adaptable to a changing environment. Experience of working to targets & strong product knowledge required. Excellent career progression opportunities!

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

Travel Consultant

Canberra, Competitive Base + Bonuses, Ref: 0772MB1

High End well known agency 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. 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. Work for a company where you will be well looked after.

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

Reservations Sales Consultant

Melbourne, \$40-45K, Ref: 1991DV1

A fantastic opportunity for an experienced Travel and Reservation Consultant to join an excellent wholesale company based in the South Melbourne. You will be working as part of a supportive team and you will play a key role in ensuring that the company reach our goals and all our clients receive a level of service that consistently exceeds their expectations! My client specialises in tailored travel arrangements to Europe, Latin America, Middle East and many more Worldwide destinations!!

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

Business Development Exec 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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