

Non-GDS hotel
content within
your workspace
**Sabre Pacific's
NEW RoomDeal
App**

Sabre
pacific

Travel Daily

First with the news

Monday 30th March 2015

tahiti
travel connection



NTIA AWARDS - CATEGORY 17
BEST SPECIALTY WHOLESALER

www.tahititravel.com.au

VOTE FOR US!

Travelport
Redefining travel commerce

Travelport
Roadshows
Coming to a city near you



Learn how we're redefining travel commerce to help agencies sell more, earn more and help their customers make the right travel choice from an unrivalled wealth of content. If you are from the airline or agency community, please join us at a roadshow coming to a city near you.

register now ▶

ADL • PER • SYD • MEL • BNE • OOL
CHC • WLG • AKL

Helloworld site solution

HELLOWORLD is set to expand its "managed website solution" to encompass all independent members including Affiliates, the Concorde Agency Network and helloworld for business agencies.

The white label website solution (e.g. see lazeawaytravel.com.au or mytravelexpert.com.au) is now being rolled out to Associate members, and offers a "professional, optimised framework for customised content," according to David Padman of Helloworld.

The responsive sites are suitable for both mobile and desktop use and provide a simple solution for agents to take advantage of the e-commerce revolution, he said.

Automatic updates of helloworld campaigns and deals are provided as part of the system.

Future enhancements will allow agents to share their own

travel and booking experiences, with stores to eventually have the opportunity to incorporate a blog, image gallery and live chat facility, the company added.

Agents also have the option to self-manage their own sites and add new content if they choose.

"This is a platform which will be continually enhanced so that our independent agents can choose the functionality they need... we're determined to make it as easy as possible for consumers to find our agents and shop with them," Padman said.

NTIA voting frenzy

DON'T forget to get your votes in for this year's National Travel Industry Awards, with just two weeks left to select the finalists for the night of nights which will take place on Sat 18 Jul 2015.

The full list of nominees can be accessed by **CLICKING HERE** with voting forms for both agents and suppliers at www.afta.com.au.

Agents vote for suppliers

Suppliers vote for agents

Today's issue of TD

Travel Daily today has nine pages of news and photos, plus full pages from: (click):

- AA Appointments jobs
- Travel Trade Recruitment

MAKE EVERY DAY PAY DAY.

Earn AUD\$150,000 in rebate
per year, by paying suppliers
with eNett Virtual Account
Numbers (VANs)

Find out more >

*Terms and conditions apply. Indicative rate based on annual payables of AUD\$30M. AFSL 441376

eNett

New Caledonia Hot Easter Sale

From Brisbane in just over 2 hours **\$549*** return inc taxes
From Sydney in under 3 hours **\$549*** return inc taxes
From Melbourne in under 4 hours **\$549*** return inc taxes

*Terms & conditions apply.

Aircalin

aircalin.com

on the
go
tours

WHEN I TRAVEL I FEEL...
LIMITLESS

CALL 1300 855 684 ONLINE ONTHEGOTOURS.COM

ADVENTURE *in Style*

jito
I found my job on jito

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

view jobs post a job jobs in travel online www.jito.com

Travel Daily

First with the news

Monday 30th March 2015

IT'S ROYAL CARIBBEAN TIME

Royal Caribbean
INTERNATIONAL

TRAVELMARVEL
Travel More

Live Your Dream IN 2015
SALE ENDS 17 APRIL

EUROPE RIVER CRUISING

FLY FREE* + FREE 2 NIGHT STOPOVER*

CALL 1300 300 036
www.travelmarvel.com.au

*Conditions apply. Contact Travelmarvel for full terms & conditions.
Australian Pacific Touring Pty Ltd ABN 44 004 684 619.
ATAS accreditation #A10825. TM2047

Local cockpit policy push

DEPUTY Prime Minister Warren Truss has advised the Australian Government is reviewing initial information into last week's Germanwings disaster in France as to whether to amend cockpit security protocols on local airlines.

In the wake of last week's 4U9525 tragedy and resultant revelations of possible foul play by its co-pilot, airlines around the world have moved to fortify security in and around the flight deck.

Among these are Germanwings parent Lufthansa, Emirates, Etihad Airways, United Airlines, Air Canada, Air Malta, British Airways, Air New Zealand & more.

Truss said Australia takes a preventative, layered approach to aviation security and that strict

safety regulations were in place.

Current rules say the cockpit door must remain locked for the duration of the flight, with only the pilot able to authorise entry once an aircraft has taken off.

However, rules do not require airlines to replace a pilot who temporarily leaves the cockpit.

“Careful consideration needs to be made following thorough investigation to ensure that altering current procedures does not open other potential vulnerabilities,” the Minister said.

Pilots are psychologically tested as part of their recruitment, with annual medical and mental health checks part of CASA regulations.

MEANWHILE, the president of the Australian division of the Royal Aeronautical Society has called for a balanced debate into cockpit safety, security and flight deck procedures following last week's Germanwings disaster.

RAS president John Vincent said it was understandable for the initial reaction to be demanding two crew in the cockpit at all times, however Australia “should not rush into over-regulation”.

Europe shows at TIE

EASTERN Eurotours and Caminoways.com have become the newest exhibitors named for the upcoming Travel Industry Exhibition, with the latter making its exhibiting debut in Australia.

The event at Sydney's Luna Park is rapidly gathering momentum and will take place on 16-17 Jul.

Qantas Feb results

QANTAS this morning reported a 0.1 percent drop in Group pax numbers for Feb compared to the previous year, moving 3.6m pax.

Revenue seat factor improved 1.9 points across the QF Group.

Jetstar boosted its passenger counts on both domestic (+4.2%) & international (+3.9%) services, while Qantas international traffic was also up 0.7% to 451,000.

Qantas domestic passenger numbers slipped 2.6 pts to 1.6m.

Jetstar International saw the biggest fall in traffic, dropping 4.5% to 291,000 movements.

QF said it achieved “strong group domestic yields” during the month, reflected by increased demand during the Cricket World Cup, while QF int'l was up due to high demand on Asia routes over the Chinese New Year period.

ANA 787-10 order

ALL Nippon Airways has firmed a deal with Boeing for three 787-10 Dreamliner aircraft, valued at approx US\$900m at list prices.

ANA was the launch customer for the 787-8, currently operates a fleet of 34 Dreamliners and has an additional 49 787s on order.

Longer Stays

Discover the Albatross Difference in 2015

CLICK HERE FOR DETAILS
www.albatrosstours.com.au

ALBATROSS
Tours

AMRAS CRUISES

New Luxury European River Cruising
www.amrascruises.com.au

2015 LIMITED AVAILABILITY (BOOK NOW)

STAY & PLAY
FREE

\$1,300*

UP TO

PER COUPLE IN ADDED VALUE



25

ROCKY MOUNTAINEER®
25 YEARS OF LIFE. CHANGING EXPERIENCES



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

Travel Daily

First with the news

Monday 30th March 2015



Bonjour to Rendez-vous

FRANCE is set to showcase its tourism product when the 10th Rendez-vous en France trade show begins in Paris today.

The event has drawn a larger-than-usual turnout of tourism professionals, with 750+ French exhibitors displaying their wares to 920 buyers from 66 countries.

The record number of exhibitors this year is expected to result in over 22,000 business meetings with buyers, making the fair a valuable outlet for French tourism.

Twenty French specialist buyers from Australia have flown in for the two-day annual workshop.

"Their clients are mostly repeat visitors to France, staying the longest, up to 14 days, therefore they need an updated offer," said Patrick Benhamou, Director Atout France, Australia.

Benhamou noted that 1.2m Australians travelled to France in 2013, a 14% increase on 2012, with a record 11m bed nights.

"France is the number one country for tourists, 84.7 million each year, so you'd think we have nothing to do but wait for people to come to us, but that's not true anymore - tourism is our national cause," added Benhamou.

"It's too early to say if tourism to France will suffer a drop in numbers following the *Charlie Hebdo* terrorist attack earlier this year in Paris, but Atout France has received a lot of support with many messages of solidarity from their database," he said.

Prior to the start of Rendez-vous en France, the Aussie contingent spent time getting a taste of all things French, joining a series of hosted fam tours to 17 regions to discover the rich diversity and rich cultural heritage of France.

Tonight, Paris Tourism is hosting the buyers to the premiere of a spectacular new show at the legendary LIDO, featuring its classic Parisian cabaret style.

Duty free deals

SWISS airport retailer Dufry AG has announced the purchase of a majority stake in its Italian counterpart World Duty Free.

The €1.3 billion deal will see a company owned by the Benetton family sell down its 50.1% stake in the duty free operator.

The combined group will operate more than 2,000 travel retail outlets across the globe.

This latest deal continues Dufry's global expansion push which also included the \$1.6 billion acquisition of Nuance Group last year.

AZ return to overseas

DIRECT services linking Venice and Milan to Abu Dhabi have become the first intercontinental routes to be launched by Alitalia since relaunching under the 49% control of Etihad Airways.

The revitalised carrier now offers 42 weekly connections between the cities using A330 aircraft.



Window Seat

STUDENTS in the United States are on their annual Spring Break period, which for some young adults means plenty of partying in exotic coastal resorts.

Many are likely to be nursing sore heads after repeated late nights of drinking, but to ensure guests at Holiday Inn Resort in Panama City Beach don't miss a minute of action, the resort last year introduced a unique 'wake up call' to kick-start the day.

At the crack of dawn, the hotel plays 'The Circle of Life' from *The Lion King*, set to rouse even the most hung-over of revellers.

CLICK HERE to watch the clip.



EXPERIENCE A NEW CLASS OF BUSINESS

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**

Monday 30th March 2015

ANZAC opportunity

INTREPID Travel has a few last remaining spaces on its two-day ANZAC Day Dawn Centenary trip in Turkey departing 24 Apr.

The trip has been a "massive hit" since its debut, md James Thornton said, initially launching with a sole departure for 48 pax which sold out in a flash.

Such has been the success, Intrepid now has over 650 pax booked on more than 13 coaches.

Remaining spaces are priced at \$310pp, available for Dawn Service ballot holders.

Capri false start

FRASERS Hospitality has delayed a scheduled open day of its new Capri by Fraser, Brisbane property originally earmarked for tomorrow (31 Mar).

The new hotel is the first of the brand's kind in Australia, and has postponed the preview to 17 Apr.

Capri by Frasers Brisbane will still have a soft opening on Wed.

BA Exec Club hacked

BRITISH Airways has confirmed it is investigating how its frequent flyer program Executive Club may have been compromised.

Members of the scheme who log into their account have found their accumulated 'Avios' points have been wound back to zero as a precautionary move.

"We've become aware of some unauthorised activity in relation to your account," BA told some customers on social media.

Worried customers raised concern that personal data may have been accessed, to which BA said it didn't believe was the case, but had temporarily locked some Executive Club accounts.

"Your Avios have been protected & we will automatically re-credit them to your account in the coming days," the carrier said via Twitter to some customers.

MEANWHILE, BA has confirmed it is also "currently trialling" a new wi-fi service on long-haul flights.



ROYAL BRUNEI
AIRLINES

B787 Dreamliner
**BUSINESS
CLASS**

WWW.FLYROYALBRUNEI.COM

Switzerland keen to show more



FAMILIES are rapidly becoming more of a focus market for Switzerland Tourism, the firm's new executive director Australia/New Zealand Mark Wettstein said.

"We would like people to stay longer in Switzerland because we believe there is much more to see than can be seen in 2-3 nights."

The country will later this month kick off a major new promotion

in the form of The Grand Tour (**TD** 04 Dec), designed at enabling visitors to see more of Switzerland outside of the major centres of Zurich & Geneva, best achieved by using the country's rail system.

Wettstein is **pictured** above right with Rayomand Choksi, Mt Titlus; Birgit Weingartner, Switzerland Tourism and Esther Grob from Zurich Tourism.

The Celebration Incentive. By Etihad.

Sign-up to SuperSeller to win.

At Etihad Airways, we have a lot to celebrate. We're giving 2 lucky winners in each state, the chance to win some fantastic prizes:

- First Prize: Two Business Class tickets to London on our new A380*, plus 2 nights in a 5-star hotel
- Second Prize: Two Economy Class tickets to London on our A380*

The more points you earn, the better your chances to win:

- Five for First Class • Three for Business Class • One for Economy Class

And winning is easy. Simply sell Etihad Airways and enter your APIN!

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

We'll also be giving away a \$200 Coles Myer voucher to one lucky agent every week of the incentive
So don't miss your chance to win. Make sure you're a Superseller member and start selling!

BOOK NOW!  agents.etihad.com  1300 734 577

For the complete incentive and full terms and conditions, visit agents.etihad.com

*Our brand new A380 - now flying Abu Dhabi to London and from Sydney in June.



الإتihad
ETIHAD
AIRWAYS
ABU DHABI

ETIHAD
Superseller

Monday 30th March 2015

APTMS Hawaii hotel experts

ASIA Pacific Travel Marketing Services recently completed a sales trip to Hawaii, meeting with execs at Aqua Hospitality and Aston Hotels & Resorts, both of which it acts as the Australia and NZ general sales agent.

Sales staff had the opportunity to inspect a total of 55 properties across both brands during the Hawaii mission.

Pictured from left on Oahu are APTMS' Tanya Curtis, national sales manager and Gaye Wood, New Zealand sales office.



Lion Whisperer talks

PAINTED Dog Conservation Inc will hold fundraising nights in Perth (15 Jun), Sydney (17 Jun) & Melbourne (19 Jun) with a guest appearance from South Africa's Lion Whisperer, Kevin Richardson.

Tickets cost \$100pp - to RSVP, email lemonj@ozemail.com.au.

Oman park on track

THE \$120 million Majarat Oman indoor theme park at Al Sawadi Beach Resort, 45mins from Muscat, is on track to open in 2017.

AC Halifax accident

TWENTY-THREE pax aboard an Air Canada Airbus A320 which "exited the runway on landing" at Halifax Airport were required to be taken to hospital yesterday.

The night time "hard landing" of flight AC624 from Toronto is caused massive wing, engine and nose cone damage to the A320.

Passengers were required to use emergency slides in the dark to deplane the aircraft.

In a statement, Air Canada said pax injuries were "none-life threatening" and most of those taken to hospital have since left.

According to the website Flightaware.com, which tracks commercial aircraft movements, AC624 had been circling outside YHZ before attempting to land during heavy snowfall.

It's understood the jet landed short of the runway, taking out a power pole and blacking out Halifax Int'l Airport's lighting.

The incident caused a temporary shut down of operations at YHZ.

Solomon jet delayed

"UNEXPECTED findings" during scheduled maintenance of Solomon Airlines' flagship Airbus A320 has forced the jet to be out of action for two weeks longer than originally planned.

The jet is undergoing the service in Manila, but required additional time to have parts ordered.

Solomon Airlines had hoped to have the A320 back in operation by 29 Mar but has now deferred the expected return to full service date to 13 Apr.

In the interim period, IE has chartered a Boeing 737-300 from Nauru Airlines for its services.

Le Club AP promotion

PLATINUM members of Accor's Le Club Accorhotels loyalty program will earn up to four times more points for stays from Mar to 31 Jul in a new promotion.

Over 520 properties in 17 countries are taking part, including 100+ in Asia Pacific - see www.accorhotels.com for more.



We've been nominated!

Best Wholesaler - International Product
Best Wholesaler - Australian Product
Best Sales Executive - Industry Supplier

Justin Southern VIC/ACT
Stacy Harsh NSW
Catherine Marshall NSW

Please vote for us [here!](#)




NZ BASED TRAVEL BUSINESS FOR SALE

Promotional business focused on the tourism sector

The owner of this successful niche travel business is looking to retire but prepared to work part time for the purchaser. This online tourism business services a unique and loyal niche market and operates in NZ and Australia supported by tele sales consultants. It has shown very good growth over the last 3 years and has immediate opportunities for expansion. It could make an excellent addition to an existing travel, promotional or online business focussed on tourism looking for an Australasian business.

For more info send a brief background on your business interest to: Tourism Opportunity; PO Box 302 683; North Harbour; Auckland 0751; e: 41knights@gmail.com



afta NATIONAL TRAVEL INDUSTRY AWARDS

DOCKSIDE PAVILION, DARLING HARBOUR - SATURDAY 18TH JULY

TICKETS ON SALE

GALA DINNER TICKETS NOW AVAILABLE

LIMITED CAPACITY, REQUEST TODAY

REQUEST TICKETS HERE

Snorkel with sharks

SOUTH Sea Cruises will enable travellers to swim with sharks on a new 'Ultimate Encounters' package that is being introduced.

Sold as either a one-, two- or three-day experience, the activity involves snorkeling with Black Tip and White Tip Reef Sharks in shallow waters off Kuata Island in the Yasawa Island group in Fiji.

"Our guests will snorkel with experienced guides who have spent hundreds of hours getting to know the resident sharks and who closely monitor shark behaviour to ensure our guests' safety," says South Sea Cruises sales manager Lailanie Burnes.

The company is so confident guests will spot sharks, it is offering a complimentary cruise within three days so guests can try their luck again.

Trips depart from Port Denarau effective 01 Apr and range in price from FJD\$299pp for the day cruise to FJD\$708pp for the two night package - see scs.com.fj.

Travel Daily

First with the news

Monday 30th Mar 2015

Maggie Beer accom

VISITORS to South Australia can now spend a night at the restored guest house of well known celebrity cook Maggie Beer.

Orchard House is located near Beer's famous Farm House in the Barossa Valley and offers two-bedroom accommodation for up to four adult guests.

Included is a stocked pantry of Maggie Beer products.

Guests also have access to farm fresh produce (eggs, bacon, milk, coffee and tea) to make their own breakfasts in-house.

Rates are priced at \$515 per night for the first couple and \$75 per night for the second couple, with a minimum two-night stay required - for more details, go to www.orchardhouse.com.au.

Dunkerley slams DOT

HAWAIIAN Airlines president & chief executive Mark Dunkerley has lambasted the US Govt after it again, knocked back HA's application to take over hard-to-get slots at Tokyo Haneda Airport.

The ongoing matter has seen Delta Air Lines operating "largely unused" services between Seattle and Haneda since it was awarded the route in 2013.

Last Oct, the US Department of Transportation opened up talks for other carriers to quantify taking over the Haneda slots.

HA re-submitted its proposal of direct flights between Kona and Haneda, while American Airlines said it would offer nonstop flights from Los Angeles to Haneda.

On Fri, DOT tentatively ruled that DL could maintain the route, arguing the relative attributes of those competing gateway/carrier proposals are not "sufficiently compelling to now outweigh the public benefits of daily Seattle-Haneda service".

Further, the DOT said if Delta was to bail on the route, it would pass on the HND slots to American Airlines as its first alternative.

Dunkerley said the decision was "tremendously disappointing".

"Hawaiian's proposed route would have generated more economic benefit than that offered by either Delta or America. None of these facts are in dispute by the DOT," he said.

"Sadly, by dismissing Hawaiian's proposed Kona route as just being additive to the routes already serving Hawaii, the DOT has once more failed to appreciate the geography of the 50th state."

The Hawaiian Airlines boss added: "The tentative ruling also reveals a long-held institutional bias among decision makers favouring the interests of U.S. business travellers over those of U.S. travel-related businesses and travellers in general."

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

United has retimed its daily departures from Sydney to Los Angeles. What time is the new departure?

For more info [CLICK HERE](#).



Super Agent for Travel Partners Wahroonga

- Experience the wonderful world of Entertainment Travel
- Flexible working hours
- Attractive salary
- Amadeus and Tramada
- Focused on delivering excellent customer service
- Great attention to detail
- Minimum 3 years' travel agency experience

Send your CV by
Thursday 2nd April to:

careers@travelpartners.com.au

Subject: Super Agent-Wahroonga



EXCELLENCE IN TRAVEL

New Odyssey tours

EDUCATIONAL tour specialist Odyssey Travel has introduced five additional programs to its tour line-up for 2015.

Among the range is the Jewels of the Adriatic and Walking Japan itineraries departing in May, trips to Greece and Turkey in Sep and a Persian Heritage journey in Oct.

Odyssey is also enabling guests to lock in 2015 prices for 2016 dates, if they book by 27 Apr and pay in full by 30 May.

More at odysseytraveller.com.

A big 'cheers' to Australian travel agents for nominating us in the 2015 AFTA National Travel Industry Awards. Here's what we're up for:

Best Cruise Ship
- Domestic Deployment

Pacific Pearl
Pacific Dawn
Pacific Jewel
Pacific Aria
Pacific Eden

Best Sales Executive
- Industry Supplier

Ben Edney
BDM - QLD
 Zach Gregory
BDM - NSW

Rookie of the year
- Industry Supplier

Brenton Reidy
BDM - SA/WA/NT

VOTE FOR US NOW >





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.



Insider Journeys - China 2015/16

Fresh from its rebrand from Travel Indochina, the first brochures carrying Insider Journeys logos have hit the market, with China one of the first titles. The product range complements what was previously on offer through TI, but with a new design and overall refresh. The guide provides a comprehensive covering of the small group tours and river cruises available. Pages have been dedicated to different regions & towns, describing local highlights, visiting tours and attractions, backed by plenty of photos.



Asia Escape Holidays - Singapore 2015/16

Offering a brand new cover design, the latest guide promotes a range of new activities available in the city state including Segway Tours around Marina Bay. The new Alive Museum is recently opened and one of Singapore's hottest new attractions. Five properties have been added to the range including Hotel Jen, the new contemporary brand from Shangri-La. Also new is a separate section for floral and garden attractions.



Asia Escape Holidays - Singapore 2015/16

The latest brochure to New Zealand from AAT Kings features the return of Christchurch as a set-off point for the 18-day Best of New Zealand itinerary, with several departures added to meet demand. New for the season are three new short breaks and a longer adventure in Queenstown, which complement an already strong guide with something for all budgets. Tours listed as First Choice are taken at a slower pace with more two-night stays and some later departure times, with many optional add-ons.

Germany top echelon

OVERNIGHT stays by foreign tourists passed 75.6 million for the full year in 2014, according to the German Federal Statistical Office. Arrivals from Australia reached 730,171 - up 2.1% year-on-year. German National Tourist Board ceo Petra Hedorfer said the result was a fifth straight year of record arrivals, putting it "comfortably above the comparable growth rate for Europe".

Indigenous job plans

ACCOR Hotels has become one of the founding members of the Australian Government's Employment Parity Initiative to encourage corporations to boost Indigenous workforce numbers.

The hotelier is already active in recruiting and training Indigenous Australians in its hotels.

Accor has now committed to boosting its Indigenous workforce from 318 to 1,000 by 2018.



Marketing Manager - Australia & New Zealand (Full time and Permanent)

Purpose of the role: To ensure the successful development and implementation of consumer, product and trade marketing plans for Australia and New Zealand in order to raise the profile and awareness of the island of Ireland as a holiday destination, in line with corporate objectives and targets, with particular attention to strategic priorities.

Please see all additional information at <http://www.tourismireland.com/jobs.aspx>

ONYX Indian venture

ONYX Hospitality Group has forged an exclusive partnership with Kingsbridge India which will see the hotelier develop at least 10 properties in India by 2022.

The alliance includes the 120-room Amari Noida, slated to open in 2019 and the Amari Residences GIFT City in Ahmedabad, slated to welcome guests from 2018.

"India is ripe for hospitality development right now," ONYX ceo Peter Henley commented.



Monday 30th Mar 2015

JQ launch PER/OOL

NEW direct services between Perth and the Gold Coast have been reinstated by Jetstar, the only carrier operating the route. Jetstar will operate the route daily during peak periods.

Toasty new premises for Stayz

HOLIDAY rental firm Stayz is firmly in the spirit of Easter, last week setting up a house made out of hot cross buns.

The house (pictured), made up of 6,000 of the delightful treats, took over 80 hours to build and sat outside Sydney's Customs House.

Stayz said the promo was designed to show its range of "whole houses" available to rent, rather than individual rooms.



SINGAPORE AIRLINES



SALES EXECUTIVE (Sydney Sales Office)

Singapore Airlines has the following opportunity for a highly motivated individual to join our dynamic sales team in the Sydney sales office.

Sales Executive (Permanent Full-time Position)

Reporting to the Sales Development Manager, the successful candidate will be responsible for,

- Development and implementation of strategies to achieve revenue targets
- Sourcing new business opportunities (Corporate, Groups, MICE) and conversion of leads into sales
- Relationship management of key accounts (Corporate and Trade)
- Maintaining an accurate and ongoing sales pipeline
- Completion of reports on market activities
- Representing the Company at seminars, conferences and product launches

The successful candidate will need to demonstrate the following,

- Current Sales experience with sound airline / industry knowledge
- Strong commercial acumen
- Creative solution based thinker with excellent interpersonal and communication skills
- Strong service ethic, confident, well presented with good time management skills
- Proficiency in PC skills
- Australian citizenship or Permanent Residency status.
- A current driver's license and own car.

Experience within the airline / travel industry with a business development background would be an advantage.

Qualified candidates are invited to send their application by 5pm Tuesday, 7 April 2015 to Scott Darlow, Sales Development Manager via charlotte_koong@singaporeair.com.sg or by mail to Locked Bag A3008, Sydney South, NSW, 1235

Only suitable candidates will be accorded an interview. All applications will be treated in strict confidence.

Feels Like Home incentive winner

helloworld



PAULA Boyd from helloworld Parkdale in Victoria was last week named the winner of Qantas' *Feels Like Home* trade incentive.

She won \$30,000 worth of Qantas Flights for the persons nominated in her entry.

Paula's winning entry was:

"Twenty years ago I did a tour through Europe & whilst having the time of my life, created the most wonderful group of six friends. We are all still in touch and have managed to get together over the years but with only three or four of us at a time.

"We have had weddings, built homes and had 15 children between us, so to re-unite all six girls at the same time would be amazing.

"We come from Melbourne, Perth, Brisbane, Ottawa & Vancouver so it would be a dream come true for us all."

Qantas rep Fran Villegas (right) is **pictured** above delivering the incentive prize to Paula.

FCO Mombasa advice

THE Foreign & Commonwealth Office (FCO) of Britain has updated its travel advice for Kenya, now warning against all but essential travel to areas within 15kms of the Kenyan coast from Tana River down to and including Tiwi.

Within the region is Mombasa Island, Moi International Airport (including transiting through the airport), Malindi, Kilifi & Watamu.

The FCO's warning also extends to regions within 60kms of the Kenya-Somali border.

Volaris to New York

MEXICAN ultra low-cost carrier Volaris has announced plans to commence new services between Guadalajara and New York JFK, commencing 15 Jul.

The carrier will operate the route from GDL on a thrice weekly basis using Airbus A320 aircraft.

Launch fares are priced from \$204 one way.

Free night at qualia

ABERCROMBIE & Kent is offering one free night accom at qualia on Hamilton Island when booking a four-night stay between 27 Apr and 31 Aug, excluding black-out periods.

Prices start at \$3,150 per couple when booked by 10 Aug.

Monday 30th Mar 2015

Aussies most active

WHEN it comes to active holidays, travellers from Australia and New Zealand are most likely to book a hands-on experience, G Adventures is reporting.

According to sales on G Adv's 'Active' style of trips booked in 2014, one in four customers from the Oceania region were inclined to hike, cycle, kayak, surf or snorkel.

"It's not surprising really, given our love for the outdoors and sport in general," G Adventures local boss Belinda Ward said.

Popular 'active' itineraries from this market include cycling tours in Asia & hikes in the Himalayas.

Best Sales Executive

Category 31



NTIA **nominated**



Laura Hewitt

Thank you! Vote for me and keep the good times rollin'



NTIA **nominated**



Christopher Hill

Thank you! Vote for me and keep the good times cruisin'



GLOBUS
family of brands

italktravel **"talk to us"**

Senior Travel Consultant

italktravel North Perth is currently seeking a full time Senior Travel Consultant. We are also offering the successful applicant the opportunity to succession plan with view to manage or own this very desirable and well respected Travel Agency.

This role will suit a person that has a passion for travel and loves growing their own client database as well as contributing, maintaining and helping to grow this already successful travel agency.

The successful applicant will be responsible for:

- Growing sales revenue of all preferred products.
- Promoting and growing business for our Club Med Boutique Agency
- Achieving agreed targets and working towards personal & team incentives.
- Working in a close team environment.
- Representing the company at trade & consumer events.
- Building and developing relationships with our preferred partners.

The successful applicant will possess:

- A successful track record of achieving sales targets within your previous role of travel consultant.
- Interpersonal skills to contribute to a small close knit & team.
- A high level of self motivation and exceptional customer service.
- Minimum of 3 years experience with Galileo GDS & CTE
- The ability to maintain and create relationships within the industry with our trade partners.
- A passion for building rapport and growing our client data base.

If you are interested and suitably qualified, please forward your cover letter along with resume and salary expectations to Colin Rourke at colin@northperth.italk.travel by Friday 10th of April 2015.

Best Sales Executive

Category 31



NTIA **nominated**



Victoria Chapman

Thank you! Vote for me and keep the good times rollin'.



NTIA **nominated**



Shelley Martin

Thank you! Vote for me and keep the good times cruisin'.



GLOBUS
family of brands



Sponsored by:



CONGRATULATIONS

Peter Makeham
from *Scenic Tours*

Peter is the top point scorer for Round 7 of *Travel Daily's* Super 15 Rugby industry footy tipping competition. Peter has won a gift pack from Emirates.

Major Prize:

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

Travel Daily

First with the news

Monday 30th Mar 2015

NSW F&W campaign

DESTINATION NSW has kicked off a new campaign in association with www.lastminute.com.au to showcase food & wine offerings.

The 'Wine & Dine' campaign will feature special travel offers to the Hunter, Orange, Mudgee & more.

New life for Skytrans

BANKRUPT North Queensland carrier Skytrans has been given a new lease on life, with West Wing Aviation taking over its Air Operators Certificate.

West Wing has resumed flights to a number of communities impacted by the sudden closure of Skytrans, which went into administration in Jan (*TD* 05 Jan).

The company says it plans to be operating on the full Skytrans network immediately and linking rural communities directly rather than forcing connection in Cairns.

New W for Pacific NW

STARWOOD has signed a new management deal to bring the W brand to Bellevue, across Lake Washington from Seattle.

W Bellevue will debut in 2017 and offer 245 guest rooms.

Rosie cruising the Guinness Sea



ABOVE: Rosie Whitehead from Cruiseabout at Chevron Island on the Gold Coast was feeling the love on St Patrick's Day, getting her green on for the celebration.

Her affections have earned her a place in the running to win a

trip to Ireland courtesy of Tourism Ireland and Insight Vacations.

Whitehead must now answer all questions remaining in the *TD* monthly competition to ensure she remains eligible to win - for more info, see panel below.

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 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

What iconic landmarks along the Wild Atlantic Way will you discover when you travel with Insight Vacations?



Terms & conditions

HELLO NEW CAREER

At helloworld, our mission is to offer travellers unparalleled convenience, industry leading service and the best value, tailor-made holidays.

We believe the best service and advice comes from people who are passionate travellers themselves and can speak knowledgeably from their own experiences. We also believe that the best results come from inspiring leadership.

If you are a professional travel advisor and you would like the opportunity to join Australia's Best Travel Agency Group, then talk to us today. We've **TRAVEL ADVISOR** and **MANAGEMENT ROLES** available in **Sydney (Westfield Eastgardens)** & **Maroochydore**.



Email: kerri.owersbrown@helloworld.com.au
Only shortlisted candidates will be contacted

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.

Postal address: PO Box 1010, Epping, NSW 1710 Australia

Street address: 4/41 Rawson St, Epping NSW 2121 Australia

P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

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

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

Part of the *Travel Daily* group of publications.

Travel Daily **WEEKLY**

travelBulletin

business events news

Pharmacy DAILY

Travel Daily TV



Vote for AA Appointments
as your favourite supplier:

Category 30: Best Agency Support Service

<https://www.surveymonkey.com/r/SupplierVotingNTIA2015>

WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

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.

* NEW ROLE *

RESERVATIONS SALES SUPERVISOR

MELBOURNE - SALARY PACKAGE TO \$57K + BONUSES

Are you confident leading by example and being able to provide back up support for your team? This superb company is looking for a highly skilled travel manager / team leader who is looking to join a travel company that is undergoing positive changes! If you have a min. 2yrs experience managing at travel team (wholesale or retail travel) & would like to make the move to a global wholesaler, enquire today. Amazing staff benefits on offer.

* NEW ROLE *

PRODUCT MANAGER

MELBOURNE – SALARY PKG \$70K + BENEFITS

This product role will see you joining a reputable & well respected travel company in one of the busiest departments, managing the company's largest and most well-known products (Greece, Turkey, Egypt & the Middle East). Experience as a Product Manager, development & negotiation skills, leadership qualities, contracting & brochure production experience, together with the ability to work under pressure & strong business acumen are essential.

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.

EXCLUSIVE TO AA APPOINTMENTS

GENERAL MANAGER

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

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

AWARD WINNING TMC

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!

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!

ACADEMIC MARKET

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.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

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

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

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

www.aaappointments.com.au



www.afta.com.au/events/ntia/nominations-and-voting

**VOTE FOR TRAVEL
TRADE RECRUITMENT**



Retail Travel Consultant

Brisbane, Competitive Salary, Ref: 1573AW6

Are you a retail travel consultant looking for a fresh challenge? This independent and successful retail agency located in North of Brisbane offers support, lots of enquiries and high end bookings. You will be an experienced retail agent offering exceptional customer service, first hand product knowledge, strong Galileo, CrossCheck Travel and up to date airfare knowledge. Solid commission structure is in place so there is heaps of earning potential. Interviewing now for an immediate start!

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

Travel Sales Manager – NSW/ACT

NSW, \$65K + Car Allowance + Bonus, Ref: 1373MB1

A leading European Travel Wholesaler is looking for a Sales Manager to promote their products across the NSW travel market. This role is perfect if you have Inside Sales experience or if you are an experienced Travel Consultant looking for your next career move out on the road. Predominantly on the road you will Account Manage existing clients while also target new business. A golden opportunity has arisen for a candidate looking for a more diverse role and to progress in your travel career.

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

Corporate Groups Consultant

Melbourne, Attractive \$\$, Ref: 1647MD1

Our client is a leading boutique corporate, conference and incentive management company that can offer much, much more than just a job! They are offering steady career progression, excellent work environment, fabulous "on the job" travel perks and an attractive starting salary to boot! No two days will be the same in this varied role! If you come from a group travel consultant background with at least 3 years experience with a hunger to progress we would like to hear from you today!!

For more information please call Megan 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.

Retail Branch Manager

Sunshine Coast, \$Excellent, Ref: 1463PS1

Experienced ZIC 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.

Luxury Leisure Travel Consultant

Southern Sydney, Up to \$60,000+Super, Ref: 1606SZ1

Great opportunity to work within a reputable and well respected retail agency has become available for the right consultant with the right attitude! Working with a small but tight knit group of experienced consultants, you will be apart of a supportive and friendly working environment. This agency has strong focus on providing personalised service to clients and require someone with min 2 years experience and is professional and presentable. Sabre GDS knowledge preferred but not essential.

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

Wholesale Travel Consultant

Melbourne, \$40-42k, Ref: 1638KF1

Currently there is a fantastic opportunity for a travel professional with ideally 2+ years experience within a successful travel company in Melbourne. You would be joining a growing team working with both domestic, international and cruise product. This is a role for those with a proven background in achieving sales, and will attract consultants willing to go that extra mile for their clients. Working in the Inner Suburbs, this rare opportunity is only on offer for the right person!

For more information please call Katie 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.



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