

SCENIC° WONDERS NEVER CEASE

○
*“It had been raining in Provence,
and as we passed through fields of
lavender, and then fields of mustard, it
almost felt as if the colour was spilling
out of the rainbow, and onto the land.
I’ve never seen anything like it.”*



Claire, 49
Provence, France
N 43° 40' E 4° 37'

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Thursday 7th May 2015

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Travel Daily

on location in
Dubai

Today's issue of **TD** is coming to you from Arabian Travel Market in Dubai, courtesy of Dubai Tourism and Emirates.

ARABIAN Travel Market wrapped up overnight after three frenetic days of networking, events and product launches.

Lavish hospitality was on tap both during the show and after hours, with delegates treated to some of the best of Dubai's amazing culinary offerings.

After hours, the Aussie delegation has also enjoyed the warm welcome of the Shangri-La Dubai, which is conveniently located near downtown.

The Shangri-La offers a full range of facilities including a spa, restaurants and bars, not to mention a stunning array of delights for breakfast.

The Australian group of buyers now has a slightly more relaxed pace, with activities today including camel polo and a penguin experience at Ski Dubai.

Dubai to advertise on TV

DUBAI Tourism is planning its first Australian television marketing campaign, with new ads expected to be shown on local TV networks later this year.

Julie King, who heads up Dubai Tourism in the Asia-Pacific region, told **TD** at Arabian Travel Market this week the TV push is part of a shortly-to-be-confirmed overall media plan which is likely to also include digital, cinema and potentially outdoor components.

"We want to create greater visibility of Dubai," she said, with the four week TV campaign to be followed up with tactical promotions alongside Dubai's trade partners.

King said it was the next phase of raising awareness of Dubai, with extensive consumer research indicating a range of segments - such as food tourism, shopping, Arabic culture and outdoor/adventure - for which customised product could be developed.

Examples could be four or five day culinary programs showcasing the spice markets, date farms and other local produce, along with Dubai cooking and gastronomy.

King said Dubai Tourism was also working on "finding other exciting ways to communicate the Dubai message" such as partnering with various TV shows or other high profile groups such as professional sporting teams.

Also at ATM, Issam Kazim, ceo of the Dubai Corporation for Tourism and Commerce Marketing, said the establishment of a government-owned office of Dubai Tourism in the Australasian region (**TD** 19 Nov 14) was a sign of the organisation's strong commitment to the region.

Kazim said the previous gsa operation, also run by King, had "laid the groundwork" for further growth as Dubai races towards its 2020 target of 20 million global arrivals annually.

Nine pages of news!

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

- AA Appointments jobs
- Travel Trade Recruitment
- One&Only
- Rail Plus

Authentic Scenic

SCENIC'S new 'luxury cruises and tours' branding is being highlighted in today's **TD cover page**, showcasing the amazing colours of the French countryside and the scenicwonders.com.au website.

EK PER-SIN c'share

EMIRATES has confirmed it is working on a new "luxury bedroom product" for the pointy end of its A380 and 777 aircraft.

Speaking on the sidelines of Arabian Travel Market earlier this week, EK divisional senior vice president of Commercial Operations Centre Sheikh Majid Al Mualla said the new single-passenger product will be "more like if you're in a railway and have a private cabin," according to a report in *Arabian Business*.

Al Mualla said the new product would "hopefully" be unveiled sometime during 2015.

MEANWHILE, Emirates is set to add its EK code to the newly resumed Perth-Singapore route announced last month by Qantas.

The five times weekly services will utilise Boeing 737 aircraft with 12 Business class seats.

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'Glut' of river cruisers

CEO of The Travel Corporation Brett Tollman has voiced concern over the "glut" of river cruise capacity opening up on European waterways, billing the oversupply as "stupid" and "irresponsible".

Tollman also said the 'free' & '2-for-1' earlybird airfares sold in conjunction with cruises from Australia are unsustainable.

See today's issue of **Cruise Weekly** for more details.

PATA appointment

THE Pacific Asia Travel Association has named Wallace Wong as its new Regional Director - Asia.

Wong was most recently regional BDM director of Asia Pacific at Travelport GDS in Hong Kong and Singapore, and in his new Bangkok-based role will be responsible for PATA's commercial and industry development across the region.

More appointments on **page 8**.

SYD definitely in QR plan

QATAR Airways ceo Akbar Al Baker says the carrier is planning to expand services to Australia, with direct flights from Doha to Sydney firmly on the agenda.

"Sydney has never been off the radar," he told **Travel Daily** at Arabian Travel Market overnight, "and it is more so now that we are part of **oneworld**, so we are partners with Qantas".

Al Baker claimed that the only impediment to the Sydney route were bilateral arrangements between Qatar and Australia.

"We are very keen to operate to Sydney as soon as the air services agreement between our two countries allows us to do so," the QR chief commented.

He said he understood that the civil aviation authorities in Qatar had already requested talks with Australian officials, adding that "this will be happening in the not too distant future".

When Qatar Airways initially

launched its Australian services to Melbourne, the carrier at the same time announced SYD flights, but this plan was later shelved with Al Baker claiming the curfew at Sydney Airport was too restrictive (**TD** 02 May 2012).

Al Baker also confirmed that QR plans to operate its Boeing 787 aircraft to Perth, which was initially going to be the carrier's launch route for the *Dreamliner*.

However "it is also possible that we will operate to Perth with an Airbus A350 XWB," he added.

MEANWHILE, Qatar Airways has also unveiled a new shuttle service between Doha and Dubai, which will operate 18 times a day.

Dedicated check-in counters and fast track immigration will be offered on the route.

Al Baker also unveiled new QR inflight entertainment dubbed "Oryx One" which offers over 2,000 options including twice the previous number of movies.

Tigerair enhancement

TIGERAIR yesterday launched a new iPad based check-in system which will free up staff to interact with customers anywhere in the terminal.

"Max Airport," from aviation software provider Levarti, debuted at Melbourne Airport and allows roving staff to check in passengers and print boarding passes on the spot, as well as sell add-ons such as extra luggage or extra leg room seating.

"It's an exciting innovation to be rolled out across all ports that Tigerair flies to over coming weeks," said the carrier's commercial director, Adam Rowe.

Rowe said Tigerair also plans to progressively implement other Max Airport features including disruption management.

The Virgin Australia subsidiary will also debut a new and more modern internet booking engine "to make booking travel with Tigerair more convenient and seamless than ever before".

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Inbound tax ruling imminent

THE Australian Tourism Export Council says an Australian Taxation Office "class ruling" on the GST treatment of service fees for inbound travel arrangements is likely to be issued next month.

The process is "progressing in a favourable but slow manner," according to ATEC md Peter Shelley, who said it has taken some ten years since the service fee began attracting GST due to the insistence of the ATO.

If the ruling goes ahead as

expected, operators participating in the ATEC Class Ruling will have their service fees GST-free "when making arrangements with local suppliers on behalf of their international wholesaler clients".

While the ruling is likely to apply for all transactions going forward, ATEC is also initiating negotiations with the ATO regarding the prospect of a 'one-off' retrospective refund of GST.

MEANWHILE, ATEC has also confirmed the launch of a new 'introductory' membership category for regional operators wanting to engage in tourism exports.

"This category is reserved for regionally located operators who are members of their local RTO," with the membership valid for twelve months.

An ATEC membership restructure has also seen the launch of a new category for non-profit cultural attractions.

TK adds new routes

STAR Alliance member Turkish Airlines has opened reservations for two new long-haul destinations, with the Oct 2015 launch of flights from Istanbul to Miami and Johannesburg.

The MIA flights will operate daily using a Boeing 777, while those to South Africa will fly thrice weekly with an add-on to Maputo.

New Princess for Shanghai

CARNIVAL Corporation has announced that the new ship currently under construction for Princess Cruises will be based in China year-round, once it debuts in the middle of 2017.

The Shanghai-based vessel will be "the first year-round international luxury vessel designed and built specifically for Chinese guests," Carnival said.

Princess Cruises president Jan Swartz said the move underscores the line's commitment to the China cruise market, with the as-yet unnamed ship to feature "a number of new innovations customised for the growing number of Chinese cruise travellers".

A sister ship to *Royal Princess* and *Regal Princess*, the 3,600 guest vessel will include the over-the-ocean SeaWalk and Movies under the Stars - more in today's issue of **Cruise Weekly**.



Window Seat

ONLY in Dubai?

Beachgoers visiting the emirate can now keep in touch while they're sunbathing, using new 'Smart Palm' devices which offer free wi-fi and charging points for smartphones and tablets.

The gadgets (**below**) include a range of other features too, including interactive screens showcasing the destination and in built loudspeakers which can make public announcements such as weather warnings.

Up to fifty of the Smart Palms will roll out to provide internet connectivity at all of Dubai's public beaches.



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Amex into the cloud

AMERICAN Express Global Business Travel has embarked on a new "cloud-based business strategy," with the selection of several cloud-based companies as strategic partners.

Amex is in the process of upgrading its legacy business solutions, replacing them with "flexible, nimble cloud-based" software covering key operational areas such as IT, procurement, finance, HR and administration.

"The decision to invest in our infrastructure using a cloud-based approach is closely tied to our commitment of providing our customers with the highest quality products and services," said American Express Global Business Travel chief administrative officer, Pat Bourke.

Bourke said moving to cloud-based infrastructure would provide "business enablement functions that are explicitly tied to business objectives".

Mexico update

THE Department of Foreign Affairs has reissued its travel advice for Mexico, warning of an upsurge of violence in the state of Jalisco last weekend.

Australians in the region are being advised to stay in tourist areas and follow local media closely for updates.

Mar air demand surge

CHINESE New Year was a key contributor to global passenger traffic figures in Mar, with IATA figures released yesterday showing demand rose 7.4% compared to Apr 2014.

Despite the blip from the Lunar New Year, IATA said that "underlying traffic trends confirm demand remains robust".

The overall global load factor was 80.0%, up 1.3 points, with Asia-Pacific carriers recording an 11.1% year-on-year increase in demand, with weakness expected due to slowing trade activity.

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JC Travel hopping around ATM



ABOVE: Sydney-based JC Travel Professionals is exhibiting at Arabian Travel Market 2015 for the tenth year running.

The group, which operates a major inbound business targeting visitors from across the Middle East region, also runs JC Holidays for outbound travel from Australia.

This year JC is showcasing its online service, which was expanded to include airline

content late last year.

Key source markets for JC Travel Professionals include Saudi Arabia, the UAE, Kuwait, Qatar and Oman, with around 40% of business being business tourism or incentive groups.

Pictured above with a furry marsupial are, from left: Shahir Mikhael, sales manager; md Freddy Mikhael and Shady Mikhael, sales manager.

There's a new artist in Amsterdam



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*Fares quoted above are for departures from Perth for travel between 27th September to 26th November 2015 or 13th January 2016 - 26th February 2016. Other sale fares are available departing on other travel dates. Conditions apply.

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RWLV under way

GROUND has been broken in Las Vegas by Asian giant Genting Group for its new Chinese-themed Resorts World Las Vegas (RWLV).

The first development on The Strip in close to a decade, RMLV will feature three individual hotels, some 3,500 rooms and over 100,000sqf of gaming space.

BW Myanmar growth

BEST Western International has opened its 3rd hotel in Myanmar, the Best Western Premier Hotel Shwe Pyi Thar in Mandalay, joining two Yangon based properties.

Sheraton Mirage refit

FULLSHARE Group will plough \$40 million into the refurbishment of the Sheraton Mirage Port Douglas, starting this month.

Work will include the revamp of the hotel's 294 rooms and suites, some of which will feature new "swim out" rooms with direct access to the resort's lagoon pools from a private balcony.

Mirage Country Golf Club and the resort's main buildings, surrounding pools & landscaping will also receive a facelift.

The revitalisation is in line with Starwood Hotels & Resorts' plan to enrich the Sheraton brand.

Earlier this year, the 5-star hotel completed a \$4m upgrade of its infrastructure in preparation for the next round of work.

The redevelopment is slated for completion by early next year.

Soles4Souls relief

CARNIVAL Australia, Virgin Australia and Virgin Atlantic Cargo have partnered with Soles4Souls in an initiative to provide shoes and clothing to the people of Vanuatu following Cyclone Pam.

Sole4Souls, a social enterprise that collects shoes & distributes them to people in need globally, will aim to hand out 10,000 articles of clothing and 20,580 pairs of thongs.

Carnival Australia donated its cruise ships to transport items to Vanuatu and Virgin Australia provided cargo space at no cost to ship items from Los Angeles to Brisbane & onwards to Port Vila.

Dubai honour for eCruising

ECRUISEING.

TRAVEL was this week honoured for being the biggest producer for Raffles Dubai out of Australia for the third year in a row.

CEO Brett Dudley received the award during Arabian Travel Market, and told **TD** that "considering we don't sell



cruises out of Dubai, it's a huge achievement".

Pictured at the award ceremony are, from left: Ayman Gharib, GM Raffles Dubai; Peter French, President Raffles International; Brett Dudley, eCruising ceo; and Sami Nasser, Senior Vice President FRHI Middle East, Africa and India.

More AA streaming

AMERICAN Airlines has launched its new streaming inflight entertainment system on more than 200 additional aircraft in its domestic mainline fleet.

Over 500 planes already have seat-back video and streaming under the American Spotlight service, and this month streaming will be added to AA's Airbus A319s, A320s and A321s, with plans also to fit some international widebody aircraft.

To celebrate the launch, AA is offering selected movies free of charge until 30 Jun.

The IFE utilises the Gogo Video Player, which can be downloaded during the flight.

On international flights, AA already offers complimentary IFE in all cabins and has announced plans for more international wi-fi and on-board power ports.

MAURITIUS NEWS FLASH

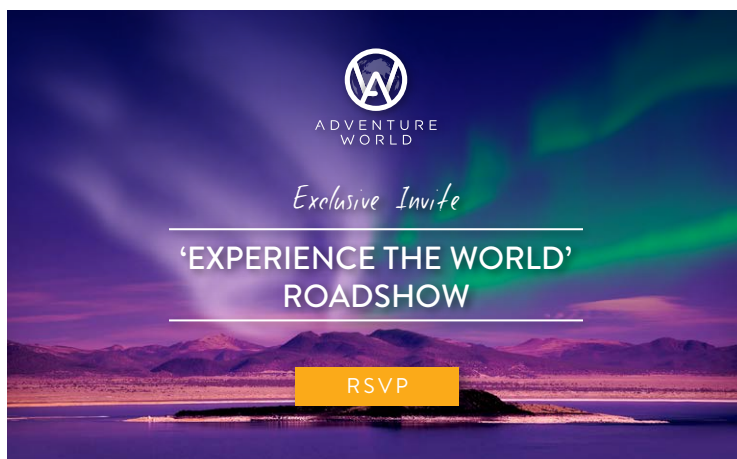
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Webb Ellis Cup on tour

STUDENTS across NSW participating in the Independent Primary School Heads of Australia Trials this week enjoyed the Ultimate Rugby Experience, courtesy of Emirates.

The future rugby stars had the chance to rub shoulders with the Webb Ellis Cup, take photos

and receive some insight into the sport from Rugby World Cup 1999 winning Australian team captain, George Gregan during a clinic at Northbridge Oval on Sydney's North Shore.

Gregan is **pictured** with some of the star struck students, flanked by Emirates cabin crew.



Sales & Marketing Manager Great Northern Escape

Great Northern Escape represents Orpheus Island, Daintree Eco, Flying, Daintree Eco Lodge, Flying Fish Luxury Yacht and the soon to be developed outback lodge at Mount Mulligan.

This job will be based out of Townsville but people wishing to live in Cairns will be considered.

The job will involve interstate and overseas travel.

Daily duties will include, but not be limited to:

- General administration, correspondence and marketing activities
- Design / coordinate promotional marketing material and campaigns
- Develop and execute sales and marketing plans for each of the GNE brands
- Represent the company at trade shows, industry events and networking functions
- Liaise with the industry and regional tourism bodies
- Establish and maintain industry relationships
- Conduct product update sessions with travel agents / wholesale agents and ITO's
- Public Relations
- Draft releases and liaise with the media
- Social Media activities
- Maintain and develop business relationships
- Design and distribute bi monthly newsletters
- Undertake monthly sales and marketing reports on each of the properties

Applicants must also have:

- Must have experience within a sales and marketing role
- Must have proven sales skills - face to face and over the phone
- Experience in luxury tourism or tourism marketing is preferred

Only those candidates successful in the shortlisting process will be contacted.

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ReadyRooms relaxes

QANTAS Holidays' ReadyRooms for Agents has relaxed its seven day book & pay window, enabling agents to complete a transaction based on factors such as supplier cancellation policies.

Specific payment deadlines will be advised to agents at the time of booking, with reminders sent three days before deadline.

A range of instant purchase inventory, usually defined with stricter cancellation policies, will continue to be offered.

Two symbols will be used to identify the payment options through ReadyRooms, a credit card icon to indicate instant purchase or a blue clock to signify delayed payment inventory.

JU pairs up with CA

AIR Serbia and Air China have signed an agreement for closer commercial cooperation between Europe and the Far East.

Taking effect this week, the deal sees a codeshare implemented on the route between Belgrade and Beijing, via Vienna.

Air Serbia will place its code on the sector from the Chinese capital to Vienna, while Air China will sell seats on Air Serbia's sector from Vienna to Belgrade.

Win tickets to BRING IT ON THE MUSICAL

Everyday this week **Travel Daily** is giving readers a chance to win a double pass to **BRING IT ON THE MUSICAL** on 28 June, playing at NIDA Theatres from 27 June to 9 July.

Bitingly relevant, sprinkled with sass, and inspired by the hit film, **BRING IT ON THE MUSICAL**



takes audiences on a high-flying journey filled with the complexities of friendship, jealousy, betrayal and forgiveness.

To win, be the first person to correctly answer the following question:

What year did the movie Bring it On open in cinemas?

Send your answers to bringiton@traveldaily.com.au

Congratulations to yesterday's winner, Ashley Shallow from Travelplanners Wyong.

Kong lives in Orlando

UNIVERSAL Orlando Resort in Florida has announced it will launch a new *King Kong*-inspired attraction next summer.

The adventure ride *Skull Island: Reign of Kong* will see guests pass through an ancient temple, jungle and underwater caves before coming face-to-face with Kong himself at its conclusion.



Business Manager - Sydney

Goldman Travel Corporation, a leading Travel Management Company, is looking for an experienced, driven and focused Business Manager to join our team. Ideally you will have at least two years experience in client management and have the skills to work hard as part of a team. Your role will focus on our prestigious account list ensuring their travel needs are managed in a cost effective manner. Reporting to the Managing Director, you will be responsible for account retention, the analysis of client travel spend, negotiation with various suppliers, and performance reviews with the client. You will have a high level of written and verbal communication, top class presentation skills, the ability to present bespoke solutions, professional account management skills and total ownership and commitment to problem resolution.

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All applications and contact will be treated as confidential.





Rosie's Corner

brought to you by Rosie Holidays

We're going to the chapel and we're going to get married!

Destination weddings are becoming increasingly popular for couples getting married. Fiji ranks high on the list of weddings with its abundance of venues in tropical settings, year round warm weather and easy accessibility from Australia. In this edition of Rosie's corner, our dedicated weddings and groups team highlight a few of the most popular venues featured in the new Fiji Weddings brochure.

With a beautiful seaside wedding chapel and secluded tropical outdoor venues, the 4.5-star Shangri-La's Fijian Resort & Spa offers a beautiful setting for the perfect wedding. Wedding packages include a dedicated wedding coordinator, wedding venue and ceremony, photography, celebrant and much more.

The 5-star Likuliku Lagoon Resort offers the ultimate romantic location. The dedicated wedding team can customise the event to suit the unique wishes of each couple, from the simplest ceremony on the beach at sunset through to a popular Fijian celebration around the horizon-edge pool.

It is important to note that couples booking a Fiji wedding are required to obtain a marriage license in person from the Registrar Office or District Office in Fiji at least three working days prior to the marriage. Personal documents such as birth certificates and passports must also be provided at the time of application. Registrar Offices are located in Nadi, Sigatoka, Rakiraki, Savusavu and Taveuni.

For more information on Fiji wedding packages or to view our dedicated wedding brochure visit www.pinnpointtravelgroup.com.au



Melia into Myanmar

SPANISH hotel brand Melia will take up residence inside a mixed-use hotel and retail development in the Myanmar capital of Yangon under a deal signed yesterday.

The agreement with Vietnamese developer Hoang Anh Gia will see a 23-floor Melia hotel form part of the 27-storey structure, which will be completed this year.

In total, the hotel will comprise 429 rooms and suites as well as dining, a spa and meeting rooms.

It will be Melia's first foray into the Myanmar hotel landscape which continues on its recent run of expansion in the Asia-Pacific.

AI mull -9 Dreamliner

AIR India is considering altering its *Dreamliner* order with Boeing to the higher capacity 787-9.

The Indian has the option to upgrade from the 787-8 to the 787-9, overseas reports suggest.

To date, AI has taken delivery of 20 of its order of 27 *Dreamliners*.

Anaheim visitors up

SOUTHERN California's theme park hub of Anaheim welcomed 21 million visitors last year, which was a 10-year record high result.

The result was a year-on-year increase of 16%, leading to an additional US\$6.8 billion injected into the Orange County economy.

The Anaheim/Orange County Visitor & Convention Bureau announced the result during National Tourism Week.

Vail ploughs big \$'s into resorts



US-BASED Vail Resorts hosted key trade partners at a function in Sydney last night, providing an update on its latest investments including the recent purchase of the NSW ski resort, Perisher.

Australia is one of Vail Resorts' most important markets, chief marketing officer Kirsten Lynch said, adding the purchase of Perisher offers huge benefits to Aussie skiers and boarders.

As part of the buyout, Perisher is offering the 'Perisher Freedom Pass with Epic Benefits' for the 2015 ski season (**TD** 31 Mar).

On sale until 31 May, the pass offers unlimited ski and boarding at Perisher, as well as access to the company's US resorts.

Passholders obtain unlimited skiing and riding at Breckenridge, Keystone & Arapahoe Basin in Colorado, Park City & Canyons in Utah and Heavenly, Northstar & Kirkwood in Tahoe, plus 10 free days in Vail & Beaver Ck, Colorado.

At \$749 for adults and \$429 for students, the pass represents

great value, allowing year-round skiing - see perisher.com.au.

Vail Resorts is also injecting US\$120-125m into its US facilities for the 2015-16 season.

At Park City, US\$50m will be spent on connecting it to Canyons Resort, creating the largest single ski resort in the US.

An eight-pax high speed two-way gondola will connect the resorts, which will be branded as 'Park City Mountain Resort'.

Several lifts & restaurant facilities will also be upgraded and Canyons is set to receive additional snow making.

Vail is getting a new high speed six-pax lift, Beaver Creek will have its snow refreshing system upgraded to provide fresh snow every day of the year, while Breckenridge will have additional snowmaking facilities added to its most recently opened Peak 6.

Pictured at last night's function from left are Perisher's Richard Phillips and ceo Peter Brulisauer with Vail Resorts' May Lilley.

New Fiji Weddings Brochure

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RECRUITMENT

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.

Damian Perry has taken charge of the **Cox & Kings Group Australia** as its new Chief Executive Officer, tasked with driving a new era of innovation and customer service. Among Perry's achievements include leading the establishment of Intrepid Travel UK as its General Manager.

Virgin Australia has appointed **Elizabeth Bryan** as its new chairperson, replacing outgoing chairman Neil Chatfield. Bryan's new post will take effect on 20 May. Bryan brings a strong resume as a former CEO of Deutsche Asset Management Australia and Chair of Caltex Australia.

Long-time Travel the World Sales & Marketing General Manager **Michelle Taylor** has departed the organisation after 13 years, staying within the cruising realm by joining **OzCruising** in a sales/marketing role.

Kay Kratky will ascend to the CEO role at **Austrian Airlines** effective 01 Aug. Kratky will replace Jaan Albrecht, who in turn will remain within Lufthansa Group, moving to the Chief Executive role at SunExpress.

Asia Pacific Travel Marketing Services has appointed **Darren Kay** as its new General Manager - Sales & Marketing, his second stint with APTMS.

Minor Hotel Group has advised three appointments to its **Oaks Hotels & Resorts** brand in Australia. **Rex Demanser** joins as its Head Commercial Officer; **Ben Pilkington** has been recruited as Area Director Sales for Queensland and **Jeshly Sierra** as Area Director for NSW/ACT. Together, the three bring decades of experience in the global hospitality industry.

Joining the **Australian Tourism Export Council (ATEC)** as its new Industry Development and Education Manager is **Jennifer Bruce**, tasked with driving the education and training framework. Bruce joins from her prior role at TFE Hotels where she was Associate Director of Sales.

Michael Alscher has stepped down from the **Cover-More Group Limited** Board of Directors, announcing his retirement effective as of last month.

To be based in Sydney, **Sarah Built** will take on the role of General Manager Australia and New Zealand for **Etihad Airways**. Built brings to her new role 25 years experience with a number of global airlines.

Supporting the expansion of automated air solution provider **RightRez** in cruise, marine and humanitarian solutions, **Traudel McKinney** has been recruited by the firm as its new Sales Consultant.

Natasha Brawn has joined **Kuoni Group Travel Experts** as its new Sales Manager. Brawn will be responsible for key accounts, Western Australia and New Zealand and brings extensive experience in corporate travel.

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EY sends 787s to SIN

SINGAPORE will become the next destination to welcome the Etihad Airways 787 Dreamliner, with services to the Lion City to begin from 01 Aug, EY said today.

Travel Daily
First with the news
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Oneworld triples LAX lounge



JOINT owners and oneworld partner carriers Qantas, Cathay Pacific and British Airways have opened the doors to its expanded Business Lounge in Los Angeles.

The facility has been tripled in size and now boasts larger seating

areas, new dining options and a state-of-the-art kitchen.

The lounge is pictured above.

CZ boosts DL c'share

DELTA Air Lines has expanded its codeshare agreement with China Southern Airlines, with twelve new US routes to carry the CZ code including flights from Detroit to Chicago, Cincinnati, Dallas Fort Worth, Houston, Madison, Miami, Newark, New York JFK, Washington Dulles and Washington Reagan.

CZ is also codesharing on DL services between Minneapolis and Vancouver as well as New York JFK-New Orleans.

HTA eyes new boss

HAWAII Lodging & Tourism Association president George Szigeti is the hot favourite to be named as the new chief executive of the Hawaii Tourism Authority, according to local Hawaii media.

HTA is currently being led in an acting ceo capacity by Ronald Williams, imposed following the departure of Mike McCartney.

NEW POSITION ON OFFER

Sales & Marketing Executive

KEY RESPONSIBILITIES

- Co-ordinate artwork & campaigns across 7 luxury premium brands - flyers, edms, brochures, digital assets...
- Manage relationship with Media Buyer, PR company & in-house graphic design
- Support Sales Team
- Prepare Supplier Invoicing
- Brief Internal Business Units on activity
- Review Competitor activities
- Co-ordinate events & expos

SKILLS REQUIRED

- Min 3 years travel industry experience – Must be in sales & marketing functions
- Advanced Excel & Powerpoint
- Knowledge of InDesign and Photoshop Desirable

Interested? Send your resume to debc@traveltheworld.com.au



Travel the World
The Discerning Traveller

MTA mounts Canada mission

THESE four MTA - Mobile Travel Agents recently "got their man" from the Royal Canadian Mounted Police while taking part in an APT Study Tour of Canada.

The itinerary included reconnaissance of Vancouver, Lake Louise, Whistler, Jasper and Banff, along with a rail journey on the iconic Rocky Mountaineer, experiencing the bespoke GoldLeaf glass-dome.

Pictured with the Mountie while in the hamlet of Banff from left are

MTA's Penny Hickey, Katie Warner, Kate McLean and Robyn Denisenko.



Agents fight Ohio tax

THE American Society of Travel Agents (ASTA) is campaigning against moves in the state of Ohio which could impact travel agents.

The state Governor is proposing changes to the sales tax regime which would expand its scope to include a pool of service sectors including travel services.

Another initiative, targeting online travel agencies, would impose taxes on the full amount paid for accommodation, with a proposed bill noting that this would include "any service fees charged by a hotel intermediary".

US ferries to Cuba

THE US Government has approved the relaunch of ferry services between the American mainland and Cuba.

It will be the first public transport link between the countries in over 50 years, with a trade embargo in place since 1960.

The recent easing of tensions has also seen JetBlue announce charter flights between New York and Cuba.

Thursday 7th May 2015

Treasure on the pulse

PACIFIC Pulse Travel Marketing has been appointed by Fiji holiday resorts Treasure Island and Bounty Island Resort to handle its sales and marketing activity in Australia, USA and UK/Europe.

The contract took effect this week and will see the firm's current sales & marketing director Charmaine Tale return to Australia to manage the account.

Latest Urban Adv's

INTREPID has launched its first Urban Adventures in Seville, Copenhagen & Tbilisi during Apr.

Options include a 3.5hr Tapas Tasting Trail through Seville, 4hr Taste of Tbilisi of Georgia's capital and 4hr Beer & Vice in Vesterbro in Copenhagen.

See urbanadventures.com.



Win a trip to Egypt

This month **Travel Daily** and **On the Go Tours** are giving the travel industry a chance to win a trip to Egypt.

This awesome prize includes:

- Return flights for two
- 14 day King Ramses Tour for two



To win, answer every daily question and have the most creative answer to the final question.

Send your answers to onthegotours@traveldaily.com.au

Send us your best caption for this photo:



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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.

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**BUSINESS DEVELOPMENT MANAGER – VIC/QLD
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 experience essential.

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**PRODUCT MANAGER
SYDNEY – UP TO \$90K PACKAGE (dep on exp)**

Experienced Product Managers get excited – here is your chance to diversify in product and join a successful organisation that has many great brands under its roof. You'll have experience in product research, supplier relations, contracting and negotiating extensively at a high level. You must be a team player, have great attention to detail and enjoy a fun, fast-paced environment. This is a unique product role not to be missed!

DO IT IN STYLE!

**LEISURE SALES MANAGER
BRISBANE – SALARY PKG \$75K + SUPER + BONUS**

Due to growth we have an opportunity for a skilled sales manager to join this luxury brand in their regional sales team. You will be responsible for developing & implementing sales strategies, growing sales revenue & building strong ongoing relationships with key clients. You will be on the road frequently & will be required to travel interstate. Great salary package on offer. Strong customer service, presentation, communication & negotiation skills required.

USE YOUR HUNTING SKILLS

**CORPORATE BDM
PERTH – GUARANTEED SALARY \$70K+ (OTE)**

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

MAKE AN IMPACT TO CLIENT ACTIVITY

**ACCOUNT MANAGER
SYDNEY – UP TO \$90K PACKAGE**

Are you a master in keeping relationships strong? An exciting opportunity to join a leading TMC. We are looking for a polished and professional individual who knows how to deliver outstanding account management services to their clients, building rapport and analyzing data to effectively manage their business. Strong communication and interpersonal skills are essential. Do you come from a corporate background and are looking for your next move?

BOOMING EVENTS ROLE

**M&E BUSINESS DEVELOPMENT MANAGER
SYDNEY – \$75K + BONUS**

Do you know how to hit the ground running and make your mark on securing new event business? This fantastic new role gives you a great opportunity to get ahead with a high-end market leader. Your experience in corporate sales will have given you the skills in developing leads, creating unique proposals, building relationships and signing up valuable new business. A great opportunity for hunters with a love for the MICE market.

SELLING ICE TO ESKIMOS!

**CORPORATE BUSINESS DEVELOPMENT MANAGER
BRISBANE – SALARY OTE\$80K**

This leading travel management company is looking for an experienced & driven BDM to join their team. You will be responsible for acquiring new business, developing relationships & implementing sales strategies to optimise client spend. Attractive salary with uncapped earning potential. Experience as a travel BDM with a proven sales track record along with strong customer service, presentation, communication and negotiation skills essential.

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Wholesale Travel Consultant Brisbane, OTE \$40-45K, Ref: 1653AW2

We are looking for a Domestic or International travel specialist ready for their next career step. No more face to face consulting! Leads come to you! This leading wholesale travel company offers a base salary plus lucrative commission. You would have previous travel industry experience and a GDS knowledge. Your sales skills and customer service skills would be impeccable. You will love working in a fast paced environment within a small team. Interviewing now for an immediate start in May!

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

Travel Consultant Greater Western Sydney, \$D.O.E \$40-\$55K, Ref: 1390MB

Don't miss this amazing opportunity to work closer to home and escape the commute. We are looking for an experienced Travel Consultant who is looking for a refreshing change and wants to stay closer to home. Work for a well-established Travel Agency with supportive management and team, be rewarded for your hard work and be paid what you're worth. No two days will be the same with a mix of face to face and over the phone consulting, bring your high end touch to this agency.

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

BDM - Wholesale Travel Melbourne, Up to \$66k, Ref: 1712MD1

A golden Business Development Manager opportunity for a fantastic, well respected and leading New Zealand and Australian touring company! If you have extensive experience as a on the road travel industry BDM/Sales Executive, effective communication and strong presentation skills, on the road and proven track record of sales achievement B2B & you are looking for a new exciting role - APPLY NOW! Excellent Company benefits & excellent remuneration package for the right candidate!

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

Conference & Events Ops Supervisor Perth, \$DOE, Ref: 1705LB1

This 5 star hotel located in central Perth is currently seeking a Conference & Events Ops Supervisor, reporting to the Food & Beverage Manager. This role is perfect for someone who loves the challenge of ensuring all guests leave happy, makes effective decisions on their feet and can motivate a team! Previous experience in running events for a hotel, an RSA certificate & full 7 day availability required. Remuneration is dependant upon experience for the right person, from \$50K upwards.

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

Senior Retail Travel consultant Brisbane Northern Suburbs, \$DOE, Ref: 1087PS1

Experience Travel Consultant who is looking for a better work life balance? Do you have solid worldwide product knowledge? This well known brand is expanding their team based in the Northern suburbs. Working to set sales targets you will be rewarded with a competitive base + uncapped commission & a fantastic friendly team environment. If you are a team player with solid GDS & product knowledge and are available Thurs evenings and Saturdays on a rota this is a great opportunity to work locally!

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

Leisure and Corporate Consultant Sydney, up to \$45K + Super, Ref: 1702SZ1

An exciting opportunity has presented itself for a Leisure or Corporate Travel Consultant to work within a reputable Travel Agency based in the North Western suburbs. The candidate must have a working knowledge of a GDS as well as being able to handle both Leisure and Corporate clientele. You will need meticulous attention to detail and be well presented. Working for an agency with strong affiliations and recognition, this is an offer not to be missed! Great salary plus commission structure!

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

Bid Manager Melbourne, \$70k, Ref: 1704DV4

Are you looking for an exciting opportunity within the Melbourne travel/hospitality/events industry, are you an experienced sales and development manager? This fantastic opportunity will see the successful candidate performing bids and sales activities with a high focus on hospitality events, exhibitions, sporting events and conferences. You will need to be a savvy and hard working individual with a high passion for development and a keen eye on the hospitality and tourism industry.

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

Wholesale Travel Consultant Adelaide, \$40-\$45K, Ref: 1697LB1

Rare opportunity to make the move away from retail face to face consulting, into wholesale travel today! Join a well established and friendly team putting together destination specific itineraries. Fantastic opportunity for an experienced travel consultant with at least 1-2 years' experience in a similar role looking to expand on their knowledge and grow their career! Those with working Sabre knowledge looked upon favourably, salary rewarded on experience. Don't delay, interviewing ASAP!

For more information please call Lauren on
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