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Friday 29th May 2015

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Travel Daily
on location in
Niagara Falls, Canada

Today's issue of **TD** is coming to you from **Rendez-vous Canada**, courtesy of **Destination Canada**

TRAVEL Daily and the Australian contingent of delegates taking part in **Rendez-vous Canada 2015** are enjoying the comforts of the **Hilton Niagara Falls**.

Positioned a five min stroll from Niagara gorge, the hotel affords guests gob-smacking floor-to-ceiling views of the American and Canadian Falls, which are a hive of activity as *Hornblower Cruises* (Canadian side) and *Maid of the Mist* (American side) voyages sail the river from morning to night.

The property consists of three towers, with **TD** in the North Tower - **CLICK HERE** to see our view and other pics from Niagara.

The most convenient way for Aussie travellers to get to Niagara Falls is to fly into Toronto Airport and catch the Niagara Airbus.

Operating 24/7, Niagara Airbus offers shuttle bus or private car transfers, with a travel time of about 1.5hrs - niagaraairbus.com.

Qantas China competition

QANTAS says the ACCC has "failed to appreciate the degree of competitive constraint" on the Australia-China route imposed by carriers such as Cathay Pacific and Singapore Airlines, **TD** can reveal.

In a further submission to the ACCC probe into QF's proposed tie-up with China Eastern Airlines, the carrier says price competition on the Sydney-Shanghai route is "intense" and will not lessen if the alliance is approved.

Qantas particularly cited the "major aviation marketing deal" between Tourism Australia and Cathay Pacific announced in **Travel Daily** on 11 May, saying this was clear evidence CX is directly marketing to Chinese travel agents.

The \$2 million TA pact will see Cathay Pacific fly more than 400 delegates from North Asia to TA's

Corroboree Greater China event.

Qantas said CX operates four daily flights from Sydney to Hong Kong with multiple connections into China, meaning pax have a choice of up to ten daily onward flights to Shanghai.

QF also provided updated data which confirms Cathay Pacific still has the majority share of business purpose pax (26%) travelling between Australia and China - ahead of Qantas at 21%, China Southern with 18%, China Eastern with 9%, Singapore Airlines at 9% and Air China with 7%.

Stressing that "competitive dynamics are global and regional, not route specific", QF urged the ACCC to consider the alliance in the context of "regional economic dynamics in Asia".

Today's issue of TD

Travel Daily today has eight pages of news & photos, a front cover page from **Virgin Australia/Etihad Airways** plus full pages from: **(click)**

- AA Appointments jobs
- Club Med
- JITO

Bubbly Virgin/Etihad

ETIHAD Airways and Virgin Australia are highlighting the world class wine list and fine dining offered on their joint flights to Europe - see the **cover** page of today's **TD** for details.

AU Canada funds safe

DESTINATION Canada says the CAD\$30 million govt investment over three years committed to the US market (**TD** Wed) provides security for other international markets, including Australia.

President & ceo of Destination Canada David Goldstein emphasised Canada sees America as its "primary market" for the immediate future due to its proximity, history and potential.

"The announcement takes the pressure off Destination Canada from removing investment in some of our other markets that we probably would otherwise have had to do.

"It allows us to have a balanced approach where we can continue to invest in markets in Europe, the Americas and Asia Pacific.

"It leaves other markets less vulnerable," Goldstein stated.

Local Destination Canada boss Donna Campbell told **TD** she is hopeful the Australian share of funds will be repurposed to supporting "more of the same" and into social media aspects.

Additional coverage from **Rendez-vous Canada 2015** today on **pages four and five**.

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Last chance for Egypt

ENTRIES to *Travel Daily's* comp for May must be in by the end of May to have a chance to win an On The Go Tours trip to Egypt.

The final task features today on **page eight**, with all preceding questions on our website.

Aus room supply falling

OVERALL supply of hotel rooms, motels and apartments in Australia contracted slightly in 2014 but remained at the second highest supply level on record, according to a JLL Hotels study.

The annual survey of hotel owners conducted by JLL Hotels & Hospitality Group found the total supply in Australia fell by 0.2%, or 418 rooms over the year.

Results were mitigated slightly by an increase in the number of serviced apartments offsetting a larger decline in hotels & motels.

Serviced apartments grew by 534 new keys over the year, while total hotel and motel inventory fell 294 & 658 rooms respectively.

The declining supply will be good news for managers and owners as justification for increasing rates and enjoying higher RevPAR.

It also ensures occupancy rates will stay high while new projects including Crown Sydney, Sofitel Sydney Darling Harbour at the Convention Centre & extensions to Four Points Sheraton proceed.

According to the report, Australia's largest owner of hotels is in fact the Abu Dhabi Investment Authority, which holds 31 properties or 4,096 rooms.

The group bought up big in Australia in 2013, securing its entire portfolio previously under the ownership of Tourism Asset Holdings Limited (TD 13 Sep 13).

The biggest growth last year came by TCC / Frasers Hospitality

Group in a single transaction on its purchase of the Sofitel Sydney Wentworth, which boosted its share in Aussie hotels by 31.3%.

Accor remains Australia's top operator in Australia, controlling 26,902 rooms across 200 hotels, while Choice Hotels operates the most individual hotels with 280.

In its report, JLL said it expects the major brands to continue to diversify their Australian offerings, introducing more brands and continuing to expand pipelines.

"Given the strong trading fundamentals across most of the major Australian markets, the introduction of new brands will offer an opportunity for owners and operators to capitalise on market trends," it concluded.

Travelport tickets

TRAVELPORT today announced the "Ingresso Entertainment Tickets" plug-in is now accessible to agents via its Smartpoint Desktop platform.

Ingresso provides a "simple way to earn new commissions" by adding theatre, attraction and sightseeing products worldwide to the travel bookings agents make using the Travelport GDS.

The plug-in is available free from the Travelport Marketplace.

Tick off JITO comp

JITO has extended the final date for its Apple Watch competition, with the grand prize to now be drawn on 10 Jun.

To go into the draw, register on JITO and activate job alerts - for details see the **last page**.

MH scales back SYD

MALAYSIA Airlines will temporarily deploy its A380 aircraft on the Kuala Lumpur-Sydney route from 29 May-08 Jun, according to GDS screens.

Flights will be cut from three to two per day over the same period.

USS Arizona closed

DAMAGE to the *USS Arizona* Memorial at Pearl Harbour caused by a collision with a Naval tug has forced officials at the attraction to temporarily close the memorial.

The incident occurred on Wed morning Hawaii time when the tug was guiding a hospital ship, damaging ramps and railings and pushing the memorial by 3m.

As a result, launch boats which carry visitors to the site are unable to offload pax and will instead go between 90-180 metres from the site for five minutes before returning to the Visitors Centre.

Other monuments & memorials remain open as normal.



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CAPA/4D full year report out

DOMESTIC fares paid by Australian corporate travellers are starting to rebound but will remain affordable "for a long time to come," according to a full year edition of the *Australian Aviation and Airfare Analysis* jointly produced by CAPA Centre for Aviation and Flight Centre's 4th Dimension consulting group.

4th Dimension gm Virginia Fitzpatrick said the results were a turnaround from the previous mid-year report which indicated a dip in corporate fares of 2.8%.

By contrast, prices paid by corporate clients had increased by 1.5% on average by the end of 2014, while tickets bought via retails or leisure channels had risen by an average of 3.4%.

She said that while most of the price increases were minor, there had been double-digit growth on particular routes including Sydney to Canberra which surged 13%.

Leisure passengers flying from

Sydney to Perth were also hit by a 6.9% price jump on average.

The popular Sydney-Melbourne corridor also increased by 6.3%, according to the analysis.

Fitzpatrick said the full year edition of the report included four extra city pairs within its airfare benchmarks, as well as an analysis of airline lounges.

An introductory analysis of international airfares was also included in the report, she added.

The study was compiled by analysing de-identified booking data for fares sold on Qantas and Virgin Australia provided by corporate and retail divisions within the Flight Centre Travel Group, covering a range of city pairs including SYD-ADL, BNE-MEL, SYD-BNE, SYD-MEL, PER-SYD, SYD-OOL, SYD-CBR, MEL-ADL and MEL-HBA.

Copies of the report are available for purchase by emailing capa@centreforaviation.com.

SAA ups West Africa

SOUTH African Airways has been granted traffic rights by Ghana which will allow it to fly passengers directly between Accra and Washington D.C.

The move significantly enhances the airline's presence in West Africa, which also sees it fly directly between Dakar & the US.

Currently, most South African passengers travel to the US via Europe, with the new non-stop flights from Ghana - to launch in Aug - set to cut travel times.

SAA has also entered into a bilateral codeshare agreement with Ghanaian carrier Africa World Airlines, which will see new routes to Lagos, Nigeria plus several ports in Ghana released.

Tlm Clyde-Smith, SAA country manager Australasia said the initiative is a "major development for SAA as part of our Long-Term Turnaround Strategy" which focuses on growth across the African continent.



Window Seat

PASSENGERS aboard a delayed Delta Air Lines flight between Tennessee and Atlanta enjoyed in-flight catering with a difference recently, after the pilot ordered some pizzas to be delivered to the aircraft.

The plane was stuck on the tarmac for over two hours due to bad weather, but the wait was made much more bearable when the delivery man arrived.

Passengers took to social media to express their thanks, with one pair even making



a live video of the on-board pizza party - see traveldaily.com.au/videos.



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Canada “open for business”



A REVERBERATED message delivered by the president & ceo of Destination Canada David Goldstein at the Rendez-vous Canada tradeshow this week is “Canada is open for business”.

Speaking exclusively with **Travel Daily** at the event, Goldstein said it is important for foreign markets to be aware that new initiatives to stimulate tourism to Canada have been or will be adopted.

“I don’t think we should shy away from the fact that between 2002 and 2012 we had a series of structural barriers that were hindering our competitiveness internationally. Over the last five years we have been working deliberately to melt those away,” Goldstein told **TD** in Niagara.

Goldstein said fresh approaches include new air access and routes (such as Air Canada’s new Delhi route that debuts in Nov), ongoing marketing efforts, revamped visa & travel documentation processes, and alleviating the “thickening of the border with the US”

through a CAD\$30 million fund over three years (**TD** Wed) aimed at encouraging Americans back across the border.

The changes will have minimal impact on the Australian market, but offer huge advantages for other markets such as Brazil, Mexico, China and Latin America.

“I’m trying to send a very deliberate signal that for those who may have always thought of Canada and believed the barriers to enter were to difficult, those barriers are gone or they are vastly diminished,” he explained.

“I think it’s important that we as an organisation have reached a turning point, we have to be demonstrable about what that turning point means.”

Earlier, the ceo of six months said: “Our continued mandate is to tell the world that Canada is not cold, it’s cool.”

Goldstein is **pictured** (centre), with Destination Canada’s Rupert Peters, acting vp int’l markets (left) and Jon Mamela, cmo.



Phil Hoffmann Travel is a South Australian family owned business employing over 200 South Australians operating from 10 branches throughout the state. We are inviting applications for the following roles.

Area Sales Manager

The Area Sales Manager is an internal role responsible for driving profitability and growth through mentoring and management of Branch Managers.

Product Manager

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To learn more about these opportunities and Phil Hoffmann Travel please go to <http://www.pht.com.au/positions-available.asp>

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Refresh CAN product

FOREIGN tour operators have been urged to renew and refresh their product offering to Canada to stimulate travel demand.

Destination Canada boss David Goldstein said the organisation has been on a path over the past couple of years of being more aggressive with operators about the type of experiences built into itineraries through the nation.

He cited the Japan market as an example of where a market was considered to have gone stale and that “Canada was considered a destination for older Japanese”.

Some itineraries have been in place for 20 years with little change, he added.

Following an aggressive change of approach, the Japan market has shifted to a much younger demographic, with “a lot of Canada’s really cool stuff making its way into their itineraries”.

“That’s why we saw 16% growth out of Japan last year, whereas the overall Japan outbound movement was only 2%,” he said.

Goldstein told **TD** operators who reinvigorate their product help Canada “get a second look”.

Moose hotel for Banff

THE Canadian Rocky Mountains hamlet of Banff will early next year welcome its first new hotel in eight years.

The four-star 174-room Moose Hotel & Suites is currently under construction by Banff Lodging Co - a group whose entire portfolio of 11 existing properties are located within the township.

Earmarked to open in Feb/Mar, the centrally located Moose will feature a split of hotel rooms and suites, as well as a signature Italian restaurant called Pacini.

It will also feature a 10-room wellness centre dubbed ‘The Meadow Spa & Pools’, with hot tubs offering mountain views.

Banff Lodging Co’s director of sales & marketing Sean O’Farrell told **Travel Daily** at Rendez-vous Canada that interest from suppliers for Moose was white hot, given current demand for hotel space in Banff.

Independent drivers

DESTINATION Canada says an “insatiable desire” to have a white Christmas in the Rockies is a key driver fuelling the growing FIT source market for Canada.

Australia’s love of self-drive holidays and non-ski adventures has also played a starring role in the resurgence of FIT, the organisation added.

Head of Sales



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Requiring high levels of energy and an exceptional track record from within a sales/general management discipline, this is an outstanding opportunity for an already successful, but still-ambitious Sales leader. This is a role which requires frequent travelling within the country/region.

The role would suit someone who is currently in a commercial role, selling software solutions/services into the Australia & New Zealand market place in the Travel Industry. Knowledge and understanding of the TMC market within Australia & New Zealand will be key to succeed in this role.

For a full copy of the Position Description, please email sandrab@sabrepacific.com.au. Closing dates for applications Friday 12th June. Please note, only successful applicants will be contacted.

Friday 29th May 2015

150th Anniversary

HYPE is beginning to build in Canada for the nation's 150th anniversary of Confederation in 2017, which is set to see year-round nationwide celebrations.

The theme of 'Canada 150' is "Strong. Proud. Free", with the govt creating a fund of \$210m to support community-driven projects and 'Signature Initiatives' that have a national scope.

The Canada 150 Logo (pictured) with a series of diamonds shaped as a maple leaf, will become a unifying symbol of the Canada 150 movement.



Dollar no deterrent

DESPITE a perception from the Australian market that Canada is an expensive destination to visit, coupled with a slight fall in value of the AUD\$ vs the CAD\$ in 2014, Aussies see Canada as a strong "value-for-money proposition", Destination Canada says.

Aus visitor forecast

THE number of Australian overnight trips to Canada in one calendar year has been forecast to surpass 300,000 for the first time in 2015, Destination Canada (DC) is predicting.

Revealing the expected figures at the Rendez-vous Canada 2015 show in Niagara Falls, DC's Donna Campbell confirmed year-on-year growth from the Aussie market in 2014 was up 5.2%, and is tipped to be around 6% this year.

Data for 2014 shows Australians on average were the second highest spenders among Canada's 10 key markets, beaten only by travellers from Brazil.

Canada brox concern

CONSOLIDATION of operators and new mediums to promote travel to audiences has seen the number of brochures for Canada dwindle in the Australian market.

The comment features in an 'Inside Track Market' update produced for Rendez-vous Canada - [CLICK HERE](#) to view.

Destination Canada's Donna Campbell says some companies have scaled back their dedicated pages of content for Canada, or in some instances, merged brochures into a combined global guide, which means less hardcopy content is in consumer's hands.

Aussies in the vines on the Lake



LAST night the picturesque vineyards of Niagara-on-the-Lake were brought to the fore for delegates of Rendez-vous Canada.

Located about 20mins outside of Niagara Falls, Niagara-on-the-Lake is a rural region offering hectares of wineries, farmlands and quaint restaurants.

The 1,600 buyers & sellers were divided among four wineries, with the Australian contingent venturing to the historic Ravine Vineyard Restaurant at St Davids.

The fifth-generation, family-owned farm is run by Paul Harber, and features a restaurant with a farm-to-table culinary program, wood-fired pizza, canning house, shop and underground cellar.

Future plans will see an elevated events space overlooking the

vineyard added & onsite accom.

Learn more about the history of the vineyard & guest offering at www.ravinevineyard.com.

Among the vineyards from left are Gillian Seller, FRHI Hotels & Resorts; Mito Ota, Travel Alberta; Ray Lane, Tourism Yukon; Crystal Kuiper, Jonview; Hannah Wright; APT; Ainsley Dixon, Tourism Vancouver; Lizzie Doyle, Travel Alberta; Nathan McLoughlin; DC & Assoc Worldwide (Destination Canada, Australia); Neil Rodgers, Adventure World; Trevor Camabel, Tourism Vancouver; Brooke Rolley, Travelmarvel; Donna Campbell, DC & Associates Worldwide (Destination Canada, Australia); Jessica Ruffen, Tourism Yukon and Joanne Motta, Destination British Columbia.

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Air India discusses Aus market



ABOVE: Air India's teams from Sydney and Melbourne (pictured) recently discussed the potential growth in the Australian market at a two day conference.

As well as fares and ticketing, the participants conducted some competitor analysis and held focus groups, with significant prospects identified not only for India but also onwards to destinations in the UK & Europe.

Air India's NSW/ACT sales manager Marie Anderson said the carrier is the only airline flying directly to India from Australia, with 61 Indian destinations and 34 onward int'l cities accessible, operated by one of the world's youngest aircraft fleets.

Fares for Air India return flights from all Australian and NZ gateways to UK/Europe currently start at \$1,203 gross including taxes for travel from Jun-Aug.

Etihad profit on a roll

PASSENGER demand & revenue continued to outperform capacity growth for Etihad Airways in 2014, with the carrier posting a 26.7% jump in revenue to US\$7.6 billion.

Net profit skyrocketed 52.1% to US\$73 million on the back of a 22.3% jump in passenger volume to 14.8 million pax uplifted, with average loads up 1.2% to 79.2%.

The carrier's fleet grew by 21 aircraft, notably headlined by its first A380 and 787 *Dreamliner* just before Christmas (**TD** 19 Dec).

CEO James Hogan said Etihad's fourth straight year of net profits at a time of heavy investment in new routes, aircraft and products cemented the carrier as a best-in-class, self-sustaining int'l airline.

"We have continued to grow, not just in size, reputation and performance, but also in maturity."

Blue Train free night

ONE night free accommodation on a B&B basis will continue to be offered by Africa's Blue Train throughout the whole of 2016, the rail operator has announced.

Negotiations are nearly complete with a number of five-star hotels in Pretoria and Cape Town, with all bookings to be made through contracted Blue Train resellers.

Marvel-lous Earlybird

TRAVELMARVEL has launched its 2016 Canada & Alaska season, releasing a new Rocky Mountains and Alaska cruise tour which can be taken as either 7 or 14 days, starting at \$3,995pp twin share.

An Earlybird deal of 'Fly Free, Just Pay Taxes' from \$880pp has been released as a launch offer.

The Insider Experiences range has been boosted with a trail ride along the Bow River in Banff, followed by a BBQ steak dinner.

Rocky Mountaineer journeys in the guide offer SilverLeaf service.

New London record

FULL year figures released by the Office of National Statistics in London reveal the English capital welcomed 17.4 million visitors in 2014, another new record.

The result was up 3.5%, with visitors spending £11.8 billion.

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Qld promo campaigns

QUEENSLAND has launched a new marketing campaign in Japan to coincide with the forthcoming launch of nonstop Qantas flights between Brisbane and Tokyo.

The direct QF route (**TD** 11 Feb) will operate daily from 01 Aug, the first time in five years the two cities have been linked directly.

Qld Tourism Minister Kate Jones said the new route has potential to deliver up to 108,000 new tourists to the state each year.

Tourism & Events Queensland has partnered with Qantas and a number of industry backers to fund the campaign, which focuses on Queensland's event calendar, beaches and tourist attractions.

Content will feature in Japanese newspapers, in digital media and on outdoor mediums including subway stations, in conjunction with Japanese inbound agencies.

MEANWHILE, Qld Premier Anastacia Palaszczuk has kicked off the 'Live Australia's Story' pitch encouraging Queenslanders to take a holiday in the state's outback to boost local economies.

15
YEARS



Congratulations to this weeks winner
of our **Learn to Win** prize



The winner, Ashley Shallow said "I found the training invaluable" with Karen Bourke, Travelplanners Wyong receiving the ticket from Pamela Dale (Left) - Garuda Indonesia.



Win a Rocky Mountaineer hamper

As of June 1, guests can book Rocky Mountaineer packages for travel in 2016. To celebrate the exciting enhancements available to guests travelling next year, including the much-anticipated launch of the extended Rainforest to Gold Rush route, **Travel Daily** and **Rocky Mountaineer** are giving one lucky agent the opportunity to win a luxury hamper, including Veuve Clicquot Champagne, Unforgettable Journey book, binoculars, fridge magnets, Jade carved bear with fish, Eat Play Love cookbook signed by Executive Chef, Jean Pierre Guerin and seaweed sea salt, valued at \$250.

To win, answer each day's question correctly and have the best answer to the final question. Send your answers to rocky@traveldaily.com.au

In 25 words or less, tell us why do you deserve to win the Rocky Mountaineer luxury hamper.

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Nixon cruising France

SCENIC will showcase its France river cruising product in a new series of three weekly half-hour episodes of *Getaway*, screening from tomorrow at 5pm on Ch 9.

Episodes feature presenter Livinia Nixon enjoying a 13-day cruise on the Rhône river, setting off from Chalon-sur-Saône.

The series will include riverside villages & castles as Nixon moves through Lyon, Avignon and more.

Visa application app

TRAVELLERS can now submit applications for visas via their smartphone using a new VisaPort app, released yesterday for the iOS and Android phone platforms.

Designed by UK firm eGoVisa, the app securely collects traveller information including biometrics, all submitted in the correct format to ensure quick issuance.

Applications can be submitted electronically at participating embassies or printed in hard copy format in an accepted layout.

Visa details including cost, entry conditions, qualification criteria, essential documents and lead times are also included in the app.

Wilderness in Rwanda

AFRICAN ecotourism company Wilderness Safaris has expanded its operation to Rwanda, advising it will invest in the construction of two new conservation lodges.

To be situated adjacent to the Volcanoes National Park, the 12-room Bisate Lodge will serve as a base for gorilla viewing treks.

Talks are also well underway for a lodge in the Gishwati-Mukura National Park, with plans to offer six forest cottages with exclusive access to a chimpanzee sanctuary.

Both lodges are on track for opening mid next year.

MEANWHILE, Wilderness Safaris has announced the opening of its new Linkwasha Camp, located in a "game-rich" private concession in the Hwange National Park.

Victoria Palace bonus

AGENTS can earn commission of 15% per night on bookings of the Victoria Palace Hotel in Paris through The Hotel Connection as part of a new sales incentive.

The incentive is valid on stays of minimum four nights from 01-31 Aug 2015, with rates starting from €275 per night twin share.

For details, ph (03) 9520 2353.

New staff at Trafalgar

GUIDED holiday company Trafalgar has bolstered its sales staff with two new recruits.

Sheena Smith has taken on the role of industry sales executive for Vic, while Donna Jones takes on the role of sales manager, WA.

IHG ready for Chinese

INTERCONTINENTAL Hotels Group launched its new China Ready program custom-designed to increase the appeal of its properties to Chinese visitors.

Dubbed 'Zhou Dao', the scheme involves preparing hotels to reflect a home-away-from-home atmosphere for Chinese visitors and follows similar initiatives aimed at the Chinese launched by Accor, Hilton and Starwood.

The program will see Chinese speaking staff available at the front desk or via a 24/7 hotline, acceptance of China UnionPay, welcome pack, Chinese language channels on TV's and much more.

Nearly 100 IHG hotels have already implemented the scheme, with this number to double by the end of this year.

Technology Update

Today's Technology Update is brought to you by **Tramada Systems Pty. Ltd.**

Build on your brand and create a point of differentiation...



Agencies today face increasing pressure to evolve. The core focus is still winning new customers

and retaining existing ones but it is now, more than ever, about managing the agencies reputation and ensuring that every customer experience moves towards creating strong loyalty and allows the agency stand out from the crowd.

At least this is what our customers have been telling us and we listen. Tramada has a proven process of continuous improvement with a new version of the product delivered every 6 to 8 weeks. Each new version includes a significant number of enhancements which are customer driven.

One item that has attracted an overwhelming and positive response is tramada® customised itineraries. This is industry leading functionality that empowers our agencies to create a competitive advantage in the way they go to market.

The new functionality allows agencies to round off their brand offering by delivering COMPLETELY customised itineraries, quotes and confirmation documents.

These documents can be customised with images, fonts, font size and colours, the outputs are flexible, including PDF and Word and they can be personalised to the traveller whilst maintaining integrity in the travel data.

How is your travel ecosystem empowering your business?

For more information email sales@tramada.com

John Tran, Head of Product Management, Tramada – your technology partner

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Do you want it all... great employer, rewarding job, terrific colleagues and fantastic opportunities?

We have a variety of roles across our Australian network for the best of the best to join our team.

Melbourne

- Premier Club Travel Consultant
- International Travel Consultant
- Emergency Travel Services Consultant (after hours)
- Service Delivery Leader – Emergency Travel Services (after hours)

Sydney

- Multi-skilled Business Travel Consultant
- Multi-skilled Business Travel Consultant (12 month contract)

Perth

- Multi-skilled Business Travel Consultant

To find out more information on each of these roles or to apply for a specific role please visit the Careers page on our website at <http://www.hrgworldwide.com/au>

Ears to ya as QH hits Disneyland



QANTAS Holidays provided the ear-to-ear grins on this group of agents, recently whisked off to the 'Happiest Place on Earth' Disneyland for the wholesaler's annual Global Achievers.

Flying thanks to Virgin Australia, the group spent four packed days exploring the many highlights of southern California both inside & outside the iconic theme park.

As well as being let loose to

roam the park at their leisure, the group kicked back on Huntington Beach, spending some time at the region's expansive resorts and beachside markets.

The group is **pictured** above clearly all ears during their day at Disneyland.

Kidzania growing up

POPULAR role-playing attraction Kidzania - where children can act out grown-ups career options - has expanded to London, with a new outlet opening on 25 Jun.

The brand currently operates in 16 countries around the world, with adult entry prices for London starting at £16.50.

Choice signs Discover

SALES in 11 countries for Choice Hotels International brands will be facilitated by Discover the World after a formal agreement was reached between the two.

Markets in the deal include Costa Rica, Chile, Argentina, Israel, El Salvador, Panama, South Africa, Russia, Venezuela, Ukraine and Guatemala.

Choice's network includes 6,300 properties across brands such as Clarion, Comfort Inn and more.

Reconciliation Week

ACCOR is this week celebrating its Indigenous Employment Parity initiative in line with National Reconciliation Week.

Chief operating officer for Asia Pacific Simon McGrath has hosted a breakfast with key stakeholders, supporters & government reps.

Since launching the initiative in 2011, Accor says its Indigenous workforce has grown to beyond 300 employees nationally, with an aim of reaching 600 by 2018.

Friday 29th May 2015

Hilton into Yunnan

HILTON Worldwide has grown its footprint in China, opening its first property in the province of Yunnan in the country's south.

The Hilton Yuxi Fuxian Lake exudes a Mediterranean feel and offers 346 rooms, a private beach, six restaurants, bars and more.

Identity for Honduras

GOVERNMENT and private sector leaders in the Central American country of Honduras have released a brand identity aimed at promoting the country.

A new logo featuring waves has been unveiled to represent the nation's geography, the mythical Horn of Plenty & tourism exports.

It will feature on all marketing and investment promo material.

LH Prem Econ to KUL

LUFTHANSA will deploy its new Premium Economy cabin on the daily Frankfurt to Kuala Lumpur route from 29 May, with special fares on sale for travel to 15 Dec.



Travel Specials

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

Distinctly Arabian hotel brand Jumeirah Hotels & Resorts is encouraging Aussies to experience Dubai, launching a special travel industry rate of AED450++ (AUD\$160) for stays at the luxury **Jumeirah Emirates Towers**, valid for stays until 30 Sep. Email jetreservations@jumeirah.com for info.

Industry discounts are also available at the **Outrigger Laguna Phuket Beach Resort**, with rates starting at THB1,999++ (AUD\$77) per night (excluding tax and service charges) for a Deluxe Room until 15 Dec 2015 and again 01 Apr to 31 Oct 2016. Rates for higher categories are also available, and all include daily breakfast. A maximum stay of four nights applies. For more info, email salesco.phuketbeach@outrigger.co.th.

Explore Jordan with **World Expeditions** and see historical ruins, deserts and treasures. The firm has cut \$350pp from its 13-day Jordan Highlights tour, now priced from \$2,940pp for May-Sep departures. Ph 1300 720 000.

Travellers can explore the Ganges and Hooghly rivers for less than half price with **Active Travel**, offering a seven-night cruise packaged with six nights in Oberoi Hotels from US\$2,133ppts land only. Valid for departures in Aug and Sep 2015, more details can be obtained on 1300 783 188.



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 a picture of your best 'Walk like a Egyptian' pose.



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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CORPORATE PERKS FOR SENIOR TRAVEL EXPERTS

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With an abundance of corporate roles you can work for a boutique agency or leading global TMC. With offices based all over Sydney work closer to home. Be the dedicated consultant for a large VIP account or work in a team to service a varied portfolio; the choice is yours. Arranging their domestic & international travel, establish strong relations & provide a superior level of customer service. Upgrade your career & enjoy top incentives & high-end famils. 3 years Corp experience, strong GDS & airfare knowledge is required.

WANTED – EXPERIENCED TRAVEL MANAGERS

ACTING TRAVEL MANAGER - RETAIL

MELBOURNE – SALARY PACKAGE TO \$65K + BONUSES

Known for their unique service, culture and experience this agency offers a professional and modern working environment. Located in the south eastern suburbs, you will need to have a minimum of 3 years as a retail consultant, Galileo knowledge and recent management experience. Servicing a range of leisure clientele and supervising your team you will be well rewarded for your hard work with an excellent salary package, famil opportunities, monthly incentives and an end of year bonus!

LOVE THE CHALLENGE OF A GROUP ENQUIRY?

GROUPS CONSULTANT - ACADEMIC

MELBOURNE – SALARY PACKAGE TO \$75K OTE

Servicing the academic sector, this corporate travel company requires an experienced corporate consultant to handle large group enquiries. You must have strong fares knowledge, ticketing experience, attention to detail and exposure to group travel coordination. You will enjoy a fun and supportive environment, inner city office, free use of their in-house gym, Mon-Fri hours and the opportunity to progress your career. Located on Melbourne's city fringe, now is the time to make the change.

DO YOU THRIVE IN A BUSY ENVIRONMENT?

INTERNATIONAL TRAVEL CONSULTANT - RETAIL

MELBOURNE – SALARY PACKAGE TO \$55K

This well-known agency requires an experienced travel consultant to join their modern, vibrant and hardworking office. Servicing international and domestic enquiry you must have strong fares and product knowledge and a minimum 2 years retail experience. With a high level of enquiry, your ability to work well under pressure will see you shine! With a set salary package on offer, amazing famil offerings, supportive team environment and the opportunity to join a forward thinking company, this is the right move!

UNCAPPED COMMISSION & INCENTIVES

CORPORATE TRAVEL MANAGER

PERTH – SALARY PACKAGE TO \$60K OTE

If you are sick of not being rewarded and recognized for all of your hard work then look no further. Consistently winning new accounts, this global TMC are expanding and are on the lookout for their next superstars. Offering a social yet professional environment you will have uncapped earnings, Monday – Friday hours, incentives and ongoing training and support. If you have a minimum of 2 years retail experience a high attention to detail and exceptional customer service skills, we want to hear from you!

DO THINGS YOUR WAY

SENIOR RETAIL TRAVEL CONSULTANT

BRISBANE – TOP SALARY PACKAGE \$50K - \$55K OTE

Dreaming of a role that will see you working from a modern, upbeat office and dealing with your all exclusive clientele by appointment only? This leading travel organisation currently has a number of vacancies for experienced and professional retail travel consultants to join their successful offices. With many offices located throughout Brisbane you will enjoy Mon to Fri hours, a strong salary package, uncapped commission and best of all appointment only clients. Sound too good to be true? Call AA now to find out more.

ALL HANDS ON DECK

CRUISE RETAIL TRAVEL CONSULTANT

BRISBANE – SALARY PACKAGE \$50K - \$55K OTE

Cruise Consultants, all hands on deck are required for this exciting opportunity located in the northern suburbs of Brisbane. Our client is a dedicated and boutique cruise office and they are currently on the lookout for a cruise guru to join their almighty team. You will be selling worldwide cruises along with all pre and post travel arrangements. Be rewarded with a fun and vibrant team, free cruises, famils, career progression and no Sunday trading. Cruise on in and get your hands on this one before it goes! Apply today.



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For your children from 4 to 17 years, kid's club are all included. Fun for all ages. Baby Club Med (4-23 months) and Petit Club Med (2-3 years) at extra cost.

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Enjoy the unique experience of a Club Med holiday where you can leave your children in competent hands in total confidence.

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Children all have their own interests and tastes, so rather than imposing a standard schedule, Club Med proposes a great variety of activities (games, creative activities, artistic expression and sport) divided into age groups.

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Thanks to the trust and understanding your children develop with our GO®s, Club Med teaches them the rules of independence.



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