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Travel Daily

First with the news

Monday 2nd November 2015

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Flight Centre charter buy

FLIGHT Centre is believed to have paid less than \$2 million for a 51% stake in Brisbane-based charter aircraft specialist AVMIN (TD breaking news Fri), with the acquisition seen as opening up a range of possibilities for the firm.

Flight Centre ceo Graham Turner said the deal immediately adds

a "new and profitable revenue stream," and gives the company the ability to offer a "complete and unique end-to-end travel service".

AVMIN doesn't own its own aircraft, but rather has a strong network of suppliers ranging from large commercial airlines through to private jet operators and independent aircraft owners.

Past charters have included the Nepal emergency evacuation for Cover-More Travel Insurance, as well as government work and VIP group travel for bands such as One Direction.

Turner said in the longer term there are also opportunities to roll out the AVMIN model across Flight Centre's businesses globally, particularly in the USA and in Asia.

oneworld explorer

QANTAS is today promoting the oneworld Explorer Fare, which offers up to six continents, 150 countries and more than 1,000 destinations.

Customers can travel around the world and only pay based on the number of continents visited, and Premium Economy can be purchased by sector as a surcharge on the Economy class fare - details on the [cover page](#).

Rail Plus gift card

RAIL Plus has extended its \$20 travel consultant gift card offer, with the bonus applicable to all bookings containing a Eurail Select, Eurail Global or Japan Rail Pass - see the [last page](#).

Today's issue of TD

Travel Daily today has eight pages of news and photos, including a front cover page for Qantas plus full pages: ([click](#)):

- AA Appointments jobs
- Travel Trade Recruitment
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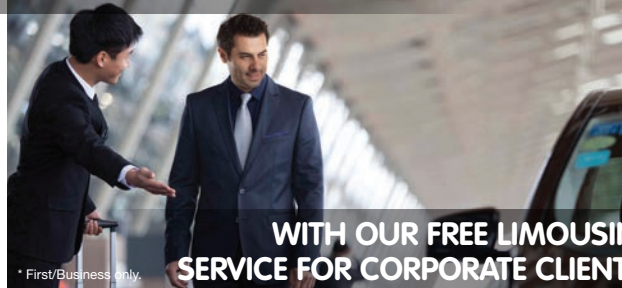
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Joyce cashes in on QF

QANTAS ceo Alan Joyce has sold more than two million shares in the carrier, reaping almost \$10 million in cash in the process.

According to an ASX update, Joyce sold the 2,473,519 shares for \$3.90 each, with the *Australian* speculating that part of the proceeds will go to pay a \$5 million personal tax bill.

Despite the sale Joyce still retains just under 3.2 million QF shares, and he's also expected to acquire 947,000 more over the next three years under the company's long term incentive plan if he meets specified targets.

TG faster than SQ

A NUMBER of sharp-eyed *Travel Daily* readers have pointed out that despite Singapore Airlines' new schedule change to shorten its travel time between London and Sydney (**TD** Fri), in fact Thai Airways holds the record for the quickest LHR-SYD flight.

TG911 departs London at 1150 and arrives in Bangkok at 0615+1, connecting in just 55 minutes to TG471 at 0710, landing in Sydney at 2030+1 for a total travel time of just 21 hours 40 minutes.

Consular 'State of Play' launches

THE number of Australians seeking consular assistance has jumped 9% in the last twelve months, according to the inaugural *Consular State of Play Report 2015*, released today in Melbourne by Foreign Minister Julie Bishop.

The Department of Foreign Affairs and Trade has for the first time ever detailed data on help provided to Australian travellers in 2014-15, finding consular cases increased faster than the number of trips taken by Aussies, at 2%.

Cases of arrest, imprisonment, hospitalisation and death increased, with Thailand the top destination where Aussies seek help and Bangkok consistently the busiest consular post.

However cases in Thailand were down 13% to 667, including 163 hospitalisations and 146 deaths.

This was followed by the USA, with 649 cases, Italy with 609, Indonesia with 547 and Spain with 484.

Cases in Indonesia jumped 20% and include 124 hospitalisations and 155 welfare cases.

The number of Australians convicted and serving a sentence

in prison overseas continues to grow, to a total of 371 in 2014/15.

There is a gradual increase in cases of Australians imprisoned for drug-related offences: up from 39% of all prisoner cases in 2013/14 to 41% in 2014/15.

More than 5,000 Australian passports were lost or stolen overseas during the year, with the highest number recorded lost in the USA at 653, while Italy has the most stolen passports at 335.

The number of emergency passports issued overseas during 2014/15 hit a whopping 8,171, of which 17% were in the USA.

A decrease in the number of Australians needing emergency financial assistance has been attributed to an increasing number of alternatives, with 211 Travellers' Emergency Loans issued in 2014/15 - 39% fewer than five years ago.

DFAT's crisis call unit was activated three times over the year, in response to the downing of MH17, Cyclone Pam in Vanuatu and the earthquake in Nepal.

There were also more cases involving mental health concerns. For the full report, **CLICK HERE**.

New gig for Gaines

OUTGOING Helloworld ceo Elizabeth Gaines has been appointed to the Board of Commissioners for Tourism Western Australia.

Gaines is one of three additions to the board, with Tracey Horton and Ian Thubron also expanding the Tourism WA team to a total of ten directors.

Each new board member will be appointed for a term of 12 months expiring 01 Nov 2016.

Scoot MEL touchdown

SINGAPORE Airlines' low cost long haul offshoot Scoot has added its fourth Australian destination, with the debut yesterday of its first flight from Singapore to Melbourne.

Scoot is offering one way fares ex MEL from just \$209 in economy class, while ScootBiz fares start at \$499 including taxes and a 30kg luggage allowance.

The carrier is now using Boeing 787 aircraft on all of its Australian routes, and further growth is on the cards with new flights to India and Saudi Arabia on the agenda, as well as a new shared reservation system with Tigerair Singapore.



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Travel Daily

First with the news

Monday 2nd November 2015



Mercury rises in Australia

UK leisure travel group Mercury Holidays has recently established an Australian office, representing the firm's first foray into an international market.

With 35 years of experience, the firm has evolved from catering to the UK's 'flop and drop' market selling beach holidays, to becoming a fully inclusive specialist with product across Europe, South America and Asia.

Speaking exclusively with **TD** last week, the firm's local managing director Duncan Gilbert said that the timing was right to enter the Australian market, with talks already underway with a number of retail groups.

"In the UK the company started with the trade and that will continue in Australia, with agents receiving 10% commission on tours sold as well as receiving Coles Myers vouchers for each

passenger sold," said Gilbert.

Initially the product on offer will target customers wanting an Asian or Indian Ocean holiday, with Sri Lanka being touted as an area of growing interest and demand.

Escorted tours are also on offer in Burma, Japan and China.

"We offer fantastic value for money when you look at how much is included for the price tag," Gilbert enthused.

"There are really no competitors that can touch us in places like Sri Lanka and the Maldives."

Positioned to attract the 50-plus market and with smaller groups of between 14 to 35 passengers, Mercury Holidays has more than twenty holiday options in its newly released 2015/16 Asia & Indian Ocean brochure.

For bookings agents can call 1300 286 155; for more details visit mercuryholidays.com.au.

Expedia takes US\$72m restructuring hit

EXPEDIA'S acquisition of Wotif Group has contributed to \$72 million in "restructuring and related reorganisation charges" which were recognised during the three months to 30 Sep.

According to an earnings update posted by Expedia on Fri, the figure was also related to the "acquisition integration" of Orbitz, with costs incurred in connection with the "migration of technology platforms and centralisation of technology, supply and other operations".

Gross quarterly bookings amounted to US\$15.4 billion, up 21%, while operating income was \$345m, an increase of 11%.

Room night growth accelerated to 36% year-on-year, and during the quarter Expedia added more than 14,000 hotels to its global supply portfolio, which now stands at approximately 271,000 properties.



Window Seat

TURKISH Airlines is making a big splash in Miami, Florida where the Star Alliance member's new daily flights from Istanbul touched down for the first time yesterday.

TK commissioned a team of sand artists to create a massive sandcastle (**below**), with Guinness World Records staff certifying the 15m-high monster as officially the world's biggest.




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Monday 2nd Nov 2015

Rocky offer extended

THE "2016 Peaks & Perks" offer from Rocky Mountaineer has been extended to bookings deposited by 11 Dec.

7-night packages will receive CAD\$800 per couple in added value, while 4-6 night bookings will have a CAD\$500 per couple bonus included, which can be used to customise trips with extra hotel nights, activities and tours.

Offer is applicable to selected travel dates and must be requested at the time of booking.

Philippines advice

THE Department of Foreign Affairs & Trade has reissued its travel advice for the Philippines, reflecting indications that militants may be planning a kidnapping operation in the Carago region, possibly including the islands off Mindanao.

Resorts in the area are being notified to take extra precautions.

The Philippines Smartraveller advice remains at the "high degree of caution" level.

Ryanair's 76th base

IRISH low-cost carrier Ryanair has announced the debut of a new base on the Spanish party island of Ibiza.

From May 2016 FR will base one Boeing 737-800 aircraft in Ibiza, initially operating scheduled flights to Turin and Venice.

New HA NZ manager

HAWAIIAN Airlines has appointed Russell Willis as its new country director for New Zealand, with responsibility for all of the airline's NZ commercial operations and the planning of the its growth there.

The move follows the establishment of local offices for HA in Australia and NZ, with a number of roles still in the process of being recruited.

Willis moves to the HA in-house operation from his former role as sales and marketing manager at The Walshe Group, which previously represented Hawaiian in the Kiwi market.

DL San Jose-Vegas

DELTA Air Lines has announced the addition of a new route between San Jose California and Las Vegas, with up to three daily Embraer E175 services to operate effective from 30 Dec.

Kenya Magellan famil



ABOVE: These lucky Magellan agents have been exploring Kenya on a famil courtesy of Bench International and Etihad Airways.

So far they have stayed at Satao Camp (Tsavo East) and Finch Hattons (Tsavo West) and will soon be travelling through Amboseli and the Masai Mara before making their way home.

The famil has offered up some good game viewing, with the group travelling in style aboard Bench's own luxury private plane.

Pictured from left are: Chris Le Roux, Bench International; Simone Kaye, Worldwide Travel; Tina Vaughan, Mary Rossi Travel; Nigel Wallis, Travelrite International; Anna Whatford,

Lidstrom & Clyne; Louise Nichols, The Travel Agent; Jon Hickman, Travel on Crown; Meagan Harrison, Travel Design International; Vikash Patel, Scenic Air Safaris and Elizabeth Graham of Etihad Airways.

VA festival flights

VIRGIN Australia has announced additional flights from Brisbane and Sydney to Tamworth during the upcoming 2016 Toyota Country Music Festival.

A total of six additional frequencies have been added from each capital city, with the extra flights operating on 16, 23 and 24 Jan 2016.

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FOR the second year running, Cruise Whitsundays has been named the top Major Tour and/or Transport Operator in the Whitsunday Tourism and Business Awards.

Cruise Whitsundays' ceo Nick Hortle said the company was one of the largest marine tour and transport operators in Australia.

"If Cruise Whitsundays was an airport, we'd be in the top 20 busiest in Australia," Hortle said. The company will now go on to enter the state-wide awards.

Pictured: Cruise Whitsundays' ceo Nick Hortle with staff Alyce Carter (left) and Danielle Krista.

Tamper-proof duty free plans

BRITISH low cost airline Jet2 has announced trials of tamper-proof bags for duty free alcohol, in an attempt to reduce "drunken antisocial behaviour" on its flights.

The carrier is working with World Duty Free which operates retail concessions at Manchester and Glasgow Airports, with Jet2 passengers who purchase booze having the alcohol placed in a sealed bag to deter them from consuming it on board.

The special bags can only be opened with scissors.

Seabourn unveiling

SEABOURN has revealed the first look at the exterior of its new *Seabourn Encore* which will cruise local waters in its 2016 maiden season - encore.seabourn.com.

On track for 2020 targets

TOURISM Research Australia has today released its 2015 *Tourism Forecasts* report, which indicates that the industry is on track to reach the Tourism 2020 target of increasing overnight expenditure to between \$115 billion and \$140 billion.

The figures look further ahead, and estimate that total tourism spending will grow by 3% annually over the next decade to reach \$145.1 billion by 2024-25.

With inbound arrivals forecast to rise 5.9% to 7.5 million this financial year, the ten year average annual growth rate is forecast at 4.1% which would see inbound numbers reach 10.6 million by 2024-25.

The growth rate for domestic overnights is expected to be lower, averaging 2.8%, and the inbound share of total tourism spending is forecast to increase from 31% this year to 34% by 2024-25.

"Growth will mainly come from the steady growth of the Australian economy, and will

be underpinned by lower fuel prices and the depreciation of the Australian dollar, all of which makes domestic travelling more attractive for Australian residents," said Tourism Research Australia assistant general manager, Janice Wykes.

Tourism Australia md John O'Sullivan said "I think we've seen Australian tourism come of age as an industry in recent years and demonstrate itself to be a key pillar of economic growth for our country.

"Whilst this is only a forecast, the outlook for our industry over the next few years certainly looks positive, particularly if the strengthening of economic conditions we've been seeing across key international markets continues and foreign exchange remains favourable," he said.

New tourism minister Richard Colbeck hailed the figures which forecast growth from China and India as well as the US, UK & NZ.

View the report at tra.gov.au.

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- The ability to travel extensively

For more details or to apply please visit <http://apttouring.applynow.net.au/> or call Beth Knight (GM HR) on 03 8526 1300.

Humpbacks in WA

SWIMMING with humpback whales will be trialed at Ningaloo Marine Park next year to grow ecotourism in the region.

Environment Minister Albert Jacob said the existing licensed whale shark tour companies will be able to trial the new experience from around Jun 2016, when the migrating whales arrive.

Swimming with humpback whales is offered in only a handful of countries including Mexico and Tonga and has recently been introduced in Qld.

Abu Dhabi snow park

THE world's largest indoor snow park will be built in the Reem Mall development which is currently under way in Abu Dhabi.

The 11,600 square metre attraction, expected to debut in 2018, will include activities such as sledging, luge runs and zorbing, with the overall US\$1 billion project also including 450 stores and 85 food and beverage outlets.

Tas "embrace" Uber

THE Tasmanian government will "embrace" the sharing economy and adopt a model of minimal regulation, Premier of Tasmania Will Hodgman announced in his CEDA State of the State address last week.

"We will not go down the path that other places have taken; trying to kill off the sharing economy by heavy regulation, through legal action, or even to try to ban it - all with limited success," Hodgman said.

The Tas gov't will encourage and regulate the new business models only to the extent required to protect consumers and the broader public interest.

Hodgman said they will introduce legislation next year to regulate the sharing economy.

JC Holidays agent site

JC HOLIDAYS is launching an agent website with new features aimed at making customisation, tracking and reporting easy.

The website offers the option to choose between net rates or the option of controlling mark-up percentage and provides an instant quote comparison for different products that can be emailed to consumers or printed.

It has an internal messaging and a reporting system so agents can track their progress, performance, status of quotes and confirmations.

To see the new website or to register as an agent, head to www.jcholidays.com.au.

Yes Minister, I'd love a pic!

NADINE Jones from the Jones & Co Collection attended the launch of the new Smartraveller campaign in Melbourne this morning (see page 2).

Foreign Minister Julie Bishop urged Aussies to do their research before heading overseas, warning that there are limits to what the government can do to help if they get into trouble.

She said many of the cases were simply the result of "downright stupidity".

Adding star power to the event were actor Les Hill and cricketer



Aaron Finch.

Jones, who represents Ireland specialist C.I.E. Tours International and four destination management companies in Australia and New Zealand, managed to grab this photo with Foreign Minister Julie Bishop MP.

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Support Analyst - Commercial

A vacancy exists for a Support Analyst with our Commercial division of Helloworld Limited.

Located in North Sydney the purpose of this role is to support the function of Business Analytics and reporting of the Helloworld Group business units. The role involves maintaining a portfolio of both internal and supplier's data across a range of performance metrics, generating periodic reports, performing ad hoc analysis and contributing to business projects.

Key responsibilities:

- Data processing and database maintenance
- Maintain and update periodic reports
- Preparing presentations for both internal and external uses
- Coordinate results and update progress on sales and marketing initiatives
- Assist ad hoc requests as required

Essential Criteria and Experience:

- Advanced skills with Microsoft Office applications, particularly Excel
- Capability to manipulate large and complex data set
- Experience in develop reporting and dealing with complex business models
- Proven analytical skills to distil the most appropriate performance insight
- Qualification in an analytical discipline would be an advantage

Core Competencies:

- Analytical and problem solving skills
- Well organised with a high attention to detail
- Strong interpersonal and communication skills
- Handle confidential and business critical information
- Self-motivated and ability to work effectively in team environment
- Customer focused
- Ability to meet Company values and standards.

If you are interested in applying for this role, please send your resume to careers@helloworld.com.au by close of business Friday, 13 November 2015.

Only short listed candidates will be contacted.

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Cathay new livery

CATHAY Pacific Airways has unveiled new livery as part of the airline's brand refresh.

The new Airbus A350 series will be the first aircraft type to launch with the new livery, and the airline's existing fleet will be repainted over the next five years as planes go through their normal maintenance schedule.

Meanwhile, CX has launched a sale for flights from Perth to more than 70 destinations throughout Asia, on sale now until 15 Nov for travel 11 Jan-31 Aug 2016.



Win a copy of Strive & Thrive

This week Travel Daily is giving readers the chance each day to win a copy of Zoe Sparks new book, *Strive & Thrive*.

Strive & Thrive contains 100 tips on Vision & Leadership, Marketing, Sales, Customer Service, Administration and People/Staff which will give you tools, ideas and the inspiration to reach new heights of business success. This book is not only practical it is motivating and inspiring, encouraging you to progress and succeed in the business arena. For more info on the book check out www.zoesparks.com



To win a copy of *Strive & Thrive*, have the best answer to the following question and send it to thrive@traveldaily.com.au

What's your best business tip when it comes to administration?

Driveaway 2016 sale

DRIVEAWAY Holidays has today launched the biggest ever earlybird sale in the company's 27 year history, with car hire deals on offer in Britain, Ireland, France, Germany, Italy, the USA and Canada.

The 2016 Earlybird Sale features more suppliers with a greater range of vehicles in more locations than ever before, and also includes Peugeot Leasing for Europe and motorhome rentals worldwide.

Bonus offers include free upgrades, free GPS hire, free additional driver options and more - details 1300 363 500.

IASC authorises QF, MU codeshare

THE International Air Services Commission has issued a new resolution giving authorisation for Qantas Airways to codeshare with China Eastern Airlines on the China, Singapore and New Zealand routes.

The Commission has noted the change from a block space to a free sale code share agreement from 01 Nov 2015 on selected flights under the pact.

The ACCC recently approved the expanded alliance between Qantas and China Eastern (**TD** 21 Aug), with QF ceo Alan Joyce saying the agreement could become a bigger partnership than the Qantas-Emirates agreement.

Four Seasons PR role

FOUR Seasons Hotel Sydney has appointed Jasmine Cook as its new director of public relations and communications.

Cook joins Four Seasons Sydney from her former role as PR & communications manager with InterContinental Sydney Double Bay, and prior to that she was a publicist with Destination NSW.

Hilton Home2 Florida

HOME2 Suites by Hilton Tallahassee State Capital has opened, offering 132 suites near Florida State University and Florida A&M University.

The hotel offers a combined laundry and fitness area, complimentary continental breakfast and each suite has a working wall that incorporates a kitchen & flexible working space.



Brochures

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



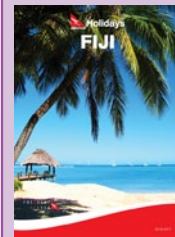
Infinity Holidays - Europe Essentials 2015/16

Infinity Holidays' new brochure has a new section called French Riviera, covering Nice and Monaco. Also new are City Duo packages to Germany, which cover accom, breakfast, city tours and rail travel between destinations such as Berlin to Prague, Berlin to Amsterdam, Munich to Berlin and Munich to Vienna. A 'More Greek Islands' section has been introduced with accom on Crete, Rhodes, Ios, Naxos, Paros and Corfu and new tours have been added to the 'More of Europe' section.



Scenic - India 2016/17

New to Scenic's program is the 14-day Southern India Discovery, which has the new destinations of Bangalore, Mysore, Kabini and Nagharhole National Park, Coorg and Hassan. The new 26-day Grand Discovery of India combines two existing tours - Colours of North India and Southern India Discovery. Two new extensions are a 4-day Mumbai city stay and a 4-day Ajanta and Ellora Caves Discovery. A number of new Enrich experiences have also been added.



Qantas Holidays - Fiji 2016/17

New additions to Qantas Holidays' brochure include a quad bike or buggy tour, snorkeling with sharks or a day trip to Cloud 9 pontoon. New resorts featured in the brochure are Yatulé Resort and Spa, InterContinental Fiji Beach Resort & Spa, Doubletree by Hilton Sonaisali Island with the expected opening mid 2016 and The Uprising, down in Pacific Harbour. New to the Yasawa Islands section is Paradise Cove Resort and Blue Lagoon Resort.



Monograms - Europe 2016

The Globus family of brands has released its first brochure of Monograms holidays, which include pre-arranged with hotels, transfers and rail tickets, but guests can explore at their own pace. Each holiday has a local host available to provide assistance and advice and guided city tours are included in each location. The brochure covers more than 50 different holiday options including city getaway and multi-city and multi-country options.



Bunnik Tours - Africa 2016/17

Bunnik Tours' 2016 Africa program offers seven small group tour itineraries ranging from 16 to 26 days in length and a range of tour extensions and independent tour options. New to the program is the 20-day Tanzania & Rwanda, which visits Mt Kilimanjaro, the Serengeti plains, and offers a trek through the Virungas. Available again in 2016 are the 18-day Kenya & Tanzania and 24-day Namibia, Botswana & Victoria Falls small group tours.



Aurora Expeditions - Antarctica & South Georgia 2016/17

Aurora Expeditions have released their new 2016-17 Antarctica & South Georgia e-brochure featuring 10 expeditions offering a range of special interest activities such as photography, kayaking, climbing, polar snorkelling and scuba diving, as well as featuring guest experts from organisations such as BirdLife Australia, the Australian Geographic Society and RiAus - Australian's national science hub.



Win a trip to New Caledonia

This month *Travel Daily*, Aircalin and New Caledonia Tourism are giving agents the chance to win an amazing trip to New Caledonia including:

- Two complimentary return economy class tickets on Aircalin
- 5 nights' accommodation in a one bedroom apartment for two including buffet breakfast everyday provided by Ramada Plaza Noumea.
- Return airport transfers



All you have to do is have the most correct answers and the most creative answer to the final question. Send all your answers to newcalcomp@traveldaily.com.au

1. True or false: New Caledonia is one of Australia's closest Pacific neighbours.

Need a hint? [CLICK HERE](#)



Qantas drought relief

A QANTAS flight to Longreach aboard its 'Retro Roo' yesterday has helped raise more than \$114,000 for the Western Queensland Drought Appeal.

Pop star Leo Sayer provided pre-flight entertainment in the Sydney Qantas Business Lounge, while Glenn Shorrock performed LRB classics at the Qantas Founders Museum in Longreach.

The Retro Roo charity flight was facilitated by Caltex and Air BP who donated fuel, Sydney and Longreach Airports which both waived landing fees, and Qantas cabin and flight crew donated their time to operate the flight.

Passengers paid \$737 each for a seat on the flight and bid on a number of auction items, with all proceeds going directly to the appeal.

Helloworld line-up

HELLOWORLD has revealed the full line-up of speakers, workshops and activities for its upcoming Owners and Managers Summit which will be held in Wellington, NZ from 27-29 Nov.

CEO Elizabeth Gaines, who will step down from her role two weeks after the event, said keynote speakers would include Air New Zealand ceo Christopher Luxon, Carnival Australia chief Ann Sherry and Aussie rules legend Paul Roos.

Training expert Terry Hawkins and "web celeb" Kylie Bartlett will also appear at the conference.

Famil options courtesy of Tourism NZ, helloworld and Qantas Holidays/Viva! Holidays include a WETA tour in Wellington as well as trips to Queenstown and Milford Sound.

Europcar update

EUROPCAR Newcastle City has changed address and is now located at 97 Industrial Drive, Mayfield West.
The Gunnedah office has closed.

CX puts on a show at Derby Day



CATHAY Pacific hosted key industry partners at the Melbourne Cup Carnival's AAMI Victoria Derby Day on Sat.

Pictured above enjoying the airline's lavish hospitality are: Tom Manwaring, Express Travel Group; Paul O'Brien, AVMIN Aviation (and why wouldn't he be smiling given he had just sold

51% of his business to Flight Centre); Paul Wagland, corporate account manager Cathay Pacific Airways; Jason Aghan, business development manager (Victoria) Cathay Pacific Airways and Nelson Chin, Regional General Manager, Cathay Pacific Airways Southwest Pacific.

India scam probe

TRAVEL agents in India have been implicated in a major controversy which is claimed to be costing the government millions of dollars.

A video from a whistleblower public servant has prompted an investigation by the Anti Corruption Branch of the Delhi government, with the alleged fraud involving the provision of false invoices to government workers detailing the purchase of expensive open-dated air tickets.

The travel agents then book cheaper flights, and provide the customers with hotel upgrades and in-destination services such as food and transfers - pocketing the price difference.

In the video the agent says it's unlikely the scheme will be uncovered because the policies are made by govt employees who benefit from the loopholes.

TripAdvisor TV app

TRIPADVISOR has announced the launch of a new app for Apple TV - the first time it's ever developed a custom app for television.

The TripAdvisor Apple TV app "inspires wanderlust" by showcasing content from the site including award-winning destinations and points of interest, plus one-swipe access to reviews and bubble ratings.

Hilton Houston opens

HILTON Worldwide's international brand of upscale, all-suite, extended-stay hotels, Homewood Suites by Hilton has opened Homewood Suites by Hilton Houston/Katy Mills Mall.

The 121-suite hotel has a combination of studio and one-bedroom suites, with fully equipped kitchens, free daily hot breakfast and wifi.

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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**HOTEL CONFERENCE & SALES MANAGER
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Our client, one of Australia's most successful hotel groups, are searching for an experienced & enthusiastic Conference & Sales Manager to join their talented team in the outer Geelong / Great Ocean Rd region. Previous experience in a similar role within the hospitality industry is essential, strong networking skills, ability to successfully secure new business & handle all sales enquiries, proven presentation, proposal & sales contracting, together with immaculate presentation.

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**INDUSTRY BDM
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This luxury product requires the skills of a self-motivated and driven Sales Manager to rise to the challenge and run your territory across NSW. This fantastic new role has your name on it! Your friendly personality, strong presentation skills and creative ability is required here to build strong trade relationships and drive revenue growth. Great families, car & bonuses await the perfect candidate. An excellent time to join this expanding company and reap the benefits!

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**GENERAL MANAGER
GOLD COAST – \$100-\$120K PKG**

In this live in role you will oversee all aspects of the property. Lead the management team driving customer service, profit maximisation & maintain brand standards. Manage budgets, forecasts & business plans. Recruit, manage, train & monitor team members to ensure service standards are met. Previous experience as a GM in a hotel/resort, commercial acumen, strong leadership, communication & interpersonal skills required. Body Cop & Strata experience desirable.

LEADING HOTEL GROUP

**BUSINESS DEVELOPMENT MANAGER
MELBOURNE (WEST) – SALARY PACKAGE TO \$90K (DOE)**

Join one of Australia's most successful hotel groups in their talented sales team! As the Business Development Manager, you will be responsible for promoting the hotel & their various facilities, sourcing & securing new business leads as well as maintaining current business relationships, all whilst develop & implement strategies to raise brand awareness & promote the hotel. To be considered for this role, you must have similar experience & impeccable sales skills.

GRAB THIS GREAT ROLE

**ACCOUNT MANAGER/BUSINESS DEVELOPMENT
BRISBANE – OTE \$75K +**

Grab a hold of this amazing opportunity to join this leading supplier of corporate travel solutions. Working as part of a national team you will be responsible for developing strategic relationships with clients identifying additional opportunities within an existing client base and converting into wins for the business. Enjoy a top salary + commissions. If you have 2 yrs experience in corporate travel sales, great networking, presentation & relationship building apply now!

CHAMPAGNE AND CAVIAR IS JUST THE START

**LUXURY PRODUCT MANAGER
SYDNEY – UP TO \$85K PACKAGE**

Experienced Product Managers get excited – here is your chance to diversify in product and join a successful high end luxury brand. You'll have experience in product research, luxury supplier relations, contracting, writing marketing collateral and creative luxury product packaging. 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! Call the Executive team today!

ARE YOU A SOCIAL MEDIA JUNKIE?

**DIGITAL, SOCIAL AND COMMUNICATIONS CONSULTANT
SYDNEY – SALARY PACKAGE UP TO \$65K**

This is a rare opportunity to use your digital online marketing prowess; to promote this dynamic luxury product. You will be responsible for all online marketing including managing all social media campaigns, writing EDM's, newsletters, media released and editorial content and weekly reporting. Essentially you will have worked in a similar role within the travel industry, with knowledge of HTML, strong writing and communication skills & tertiary qualified.

ONLINE TRAVEL COMPANY - ACCOUNTS

**ACCOUNTS RECEIVABLE MANAGER
MELBOURNE – SALARY PACKAGE NEGOTIABLE**

Join the leaders in online travel. As the Accounts Receivable Manager, you will be responsible for the day to day operations of the customer accounting functions & duties. You will have the ability to efficiently process high volumes of complex transactions and reports. To be success for this role you must have worked in a back end reporting role & have leadership abilities. Excel and Crosscheck skills are a must, together with impeccable attention to detail.

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Working in partnership with the Australian Travel Industry

Cruise Travel Specialist

Gold Coast, Attractive Package + Bonus, Ref: 1524SZ1

Great opportunity for an experienced or Junior Travel Agent to join this global Online Travel Agency. Working on a combination of fly / cruise packages as well as building your own itinerary to incorporate accommodation and pre & post touring, it is a dynamic role that will see you utilise every aspect of your training or knowledge of the industry to it's full potential. Office based environment with rotational shifts between the hours of 8am - 6pm Mon-Fri and the occasional weekends.

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

Digital, Social & PR Coordinator

Sydney, \$DOE, Ref: 2002MB1

We are looking for marketing coordinators with a passion for digital and social media, with experience in PR communications. The successful candidate must have exceptional editorial writing ability with excellent attention to detail. You will have the ability to work effectively as part of a team as well as independently, in a fast paced environment is expected. They will demonstrate a strong can-do attitude, work collaboratively with others and exhibit reporting skills which improve sales.

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

Asia Tour Operator Travel Specialist

Melbourne, Competitive Package, Ref: 2010KF1

This leading, award winning wholesaler are looking for team players, you would ideally have 4 years front line travel industry experience. Bring your exceptional customer service experience to this fast paced role. You would be offering exceptional tailor-made trips of a life time! Are you the go to person, working on these speciality areas now? If you have a love of working to targets, awesome product knowledge and are passionate about travel, this is an exceptional role for you!

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

Retail Travel Consultant

Adelaide, \$40-45k, Ref: 9974DV5

If you have a passion for all things Travel and would like to build your career further in a successful environment then this could be the role for you! If you have previous experience working as a Travel Consultant and you are hard working we would be happy to hear from you! My clients Travel Consultants are known for there strong work ethic and superior customer service skills! If you fit the bill and your located in and around the Adelaide area then please let me know!

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

After Hours Travel Consultant

Brisbane, Up to \$60k + Super, Ref: 0064LM1

Are you sick of face to face consulting and would like to work behind the scenes? Join a team of travel professionals providing the very best customer service to clients needing assistance with their emergency bookings. You will be in a supportive working environment with great career opportunities! Our client is looking for someone who has a minimum of 2 years travel industry experience, expert GDS knowledge and is available to work from 6pm onwards. Located Brisbane CBD! Don't delay!

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

Business Development Manager

Sydney, \$75k + Bonus, Ref: 8581SJ1

Do you have sound understanding of Corporate Travel Sales, BD experience and a proven sales record? A leading Travel Management company are looking for a new BDM to assist with their ongoing expansion across the travel market. You will be sourcing new leads, building rapport and developing relationships with key prospects. Targeting the SME market there is fantastic earning potential and this is a great chance to develop your managerial and corporate travel experience with a leading TMC.

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

Retail Team Leader

Melbourne, From \$55k + Bonus, Ref: 2007TS1

Exciting new role for an experienced and driven travel consultant in a busy store in an excellent location in the Eastern suburbs of Melbourne. You will need to have the ability to motivate, lead and inspire a team to exceed sales targets by implementing new, exciting and innovative ideas of achieving new business. The successful candidate must have at least three years in a retail travel management role. In return you will be remunerated with a generous salary package with bonuses!

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

Corporate Consultant

Perth, \$50-55k, Ref: 8098DV0

If you are an International Corporate Consultant and you are in need of a fresh challenge in an expanding and thriving role then this is your chance to fulfil your dream! My client requires an experienced corporate consultant to join their expanding team in central Perth. This is an Australian-owned corporate giant and you be will looked after with further progression on offer! Corporate Consultants that have international experience thrive in this environment and you can too!

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



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