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Travel Daily

First with the news

Monday 9th November 2015

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Hainan to fly Xi'an-Sydney

HAINAN Airlines has flagged the reintroduction of flights between China and Australia, with proposed non-stop services from Xi'an to Sydney next month.

GDS screens indicate the new route will debut from 23 Dec, operating twice weekly using Airbus A330-200 aircraft.

Hainan Airlines previously operated services from Shenzhen to Sydney some years ago (*TD* 19 Jan 2011) but suspended the service about a year later.

Since then Australian flights for HU have periodically appeared in GDS schedules but have so far

failed to materialise.

However Hainan Airlines is also a major shareholder in Hong Kong Airlines, which recently announced a triangular service to the Gold Coast and Cairns from Hong Kong (*TD* 03 Aug 2015), scheduled to kick off on 08 Jan.

Reservations on the new Xi'an service are not yet open.

HU also recently flagged new Beijing-Manchester flights.

The carrier is part of the giant HNA Group which last year signed a Memorandum of Understanding with Australian logistics firm Linfox (*TD* 14 Apr 2014) which had been flagged as the precursor to the launch of non-stop flights to Victoria's Avalon Airport "within 18 months".

RCI "Live Life Bigger"

ROYAL Caribbean International has launched a "Live Life Bigger This Summer" sale, offering BOGOHO (Buy One Get One Half Off) specials on all local and international sailings effective from 10 Dec 2015.

There are also free upgrades on local sailings and onboard credit offers on global voyages, all valid for bookings made by 05 Dec.

For details see the **cover page** of today's issue of *Travel Daily*.

Today's issue of *TD*

Travel Daily today has eight pages of news and photos, including a front cover page for **Royal Caribbean International** plus full pages from: (**click**):

- AA Appointments jobs
- Travel Trade Recruitment
- Air New Zealand
- Corporate Traveller job ads

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Virgin Aust targets SMEs

VIRGIN Australia is offering flight discounts of up to 10% through membership of its small to medium enterprise (SME)-focused *accelerate* program.

The move intensifies competition for the hearts and minds of Australia's SMEs and follows the expansion of flight discounts via QF's Aquire scheme (**TD 29 Oct**).

VA chief commercial officer Judith Crompton said the Fare Advantage by *accelerate* discounts also apply to codeshare flights operated by Delta Air Lines and Etihad Airways services with a VA flight number.

The offer includes 10% off business class fares in Australia as well as selected international short haul routes and long-haul services.

There's also 10% off premium economy saver fares and 5% off Economy flexi fares in Australia, selected international short haul routes and long haul flights.

Crompton said *accelerate* is the "only Australian airline small business rewards program to offer our members flight discounts of up to 10% right up

until the latest possible time of booking.

"As a proud Virgin brand, we share a sense of entrepreneurialism with the thousands of small and medium businesses who choose to fly with us, and today's announcement reinforces our commitment to making their travel experience more effortless and rewarding," Crompton said.

Launched in 2009, *accelerate* rewards companies that spend at least \$20,000 annually on Virgin Australia flights with rebates based on their yearly spend.

It's free to join the program which has no advance booking requirement to access discounts.

To celebrate the launch of Fare Advantage by *accelerate*, members can also access 5% off Economy saver fares and up to 15% off business class fares to select destinations for bookings made through until 16 Dec 2015, for travel up to 31 Mar 2016.

Fare Advantage does not cover Trans-Tasman flights or bookings made via the Virgin Australia conference and group travel area.

Bookings must be made via the Virgin Australia Corporate Portal or a "registered self-ticketing Travel Management Company".

More details are available via accelerate@virginaustralia.com.

Oct comp winner

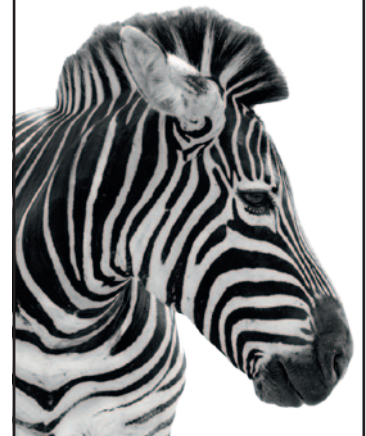
MARIA Summers from Ballina Escape Travel is the lucky winner of *Travel Daily's* Oct monthly competition.

Summers won a nine-day Edinburgh, Highlands and Islands Great Rail Journey tour for two, courtesy of Travelmarvel.

Highlights include a trip by train to Glasgow, changing onto the West Highland Line to Oban, a visit Duart Castle & a ride on the 'Hogwart's Express'.



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Buenos Aires bonus

AIR New Zealand is offering two bonus spots on its upcoming five night Buenos Aires agent famil, in conjunction with next month's launch of direct NZ flights to South America from Auckland.

See page 11 for details.



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Travel Daily

First with the news

Monday 9th November 2015



Bali flight chaos continues

THE travel plans of thousands of people continue to be disrupted by the volcanic ash cloud near Bali, which has once again forced the closure of Denpasar airport.

As a result carriers have cancelled a number of services, with Jetstar now offering affected outbound passengers the opportunity to change their travel destination free of charge.

"Alternatives include Thailand, Fiji, Hawaii, a range of destinations in New Zealand or anywhere across our domestic network in Australia," JQ said.

Virgin Australia issued an update this morning saying conditions are forecast to remain unfavourable, with Mt Rinjani continuing to erupt and no signs that the ash cloud will move away from DPS for at least the next day.

Accordingly VA has cancelled all flights to and from Bali today and all services departing Australia for

Bali tomorrow.

VA says its priority is to bring guests home from Bali at this stage rather than take in more passengers who could potentially be delayed in returning home.

Virgin is offering a range of alternative destinations for travel without change fees or fare differences, including Vanuatu, Fiji, Samoa, Thailand, Broome, Darwin and a range of holiday destinations in Queensland.

Qantas weekly winner

QANTAS has announced that Renee Duncan from Platinum Escape in Hyde Park, SA is the sixth winner of the carrier's Earlybird incentive.

Renee has won 150,000 Qantas Points as part of the trade promotion which offers a grand prize of one million Qantas points to the top selling agent.

Sharm flights resume

BRITISH authorities have agreed to a new package of airport security measures with Egypt, with UK airlines now cleared to repatriate Britons from the Red Sea resort region of Sharm el-Sheikh following the crash of a Russian airliner (**TD Fri**).

However outbound flights from the UK to Sharm el-Sheikh remain suspended, and the British Foreign Office continues to advise against all but essential travel to or from the region.

As many as 20,000 Brits are stranded in Sharm el-Sheikh.

Vale K. Chrostowska

TRAVEL industry colleagues of the late Krystyna Chrostowska, who previously worked at China Travel Service in Sydney, are invited to attend her funeral this Wed 11 Nov at 10.30am, at the Catholic Cemetery, Barnett Ave Rookwood NSW.



Window Seat

AUTHORITIES in Seattle, USA are finally dealing with a somewhat sticky situation.

They have authorised the clean-up of what has become a local attraction - a "gum wall" where thousands of people have stuck their used chewing gum over the last 20 years.

The wall is located in the historic waterside Pike's Place Market, and is estimated to have as many as one million sticky mementos.

Although it's popular with sightseers, apparently the sugar in the gum is starting to erode the bricks on the wall and so it has to be steam cleaned.

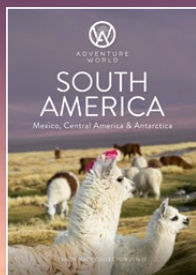
However once the mess is removed people will be allowed to restart the process by putting their used chewy back up again.



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9 QF points per dollar

QANTAS Hotels is offering triple QF Frequent Flyer points on partner hotels booked through until this Fri 13 Nov - three times the normal earning rate.

Agents explore the outback



ABS stats show Japan jump

INCREASED aviation capacity from Japan has seen a surge in arrival numbers from the country, which are up almost 18% year-on-year according to Australian Bureau of Statistics figures released today.

However the numbers are still relatively small overall, with Japan coming in seventh position in terms of key markets, with 29,000 arrivals during Sep.

Tourism Australia md John O'Sullivan said aviation access was key to the Japanese growth, with QF's new Brisbane-Narita flights and the launch next month of ANA'S Narita-Sydney flights.

"We're definitely seeing momentum from what remains a key market for Australian tourism," O'Sullivan said.

The ABS figures showed ongoing growth in the Chinese market which was up 19.7% in trend terms year-on-year.

Other fast growing markets included India, Hong Kong, Malaysia and Singapore.

In terms of departures, Indonesia, the USA and New Zealand were almost tied at the top of the table with over 100,000 Aussies travelling to each country during Sep.

Japan also grew strongly outbound, up 22.2% to 30,600 departures for the month.

While Indonesia was still in the top spot it showed a year-on-year decline of 3% in trend terms, while New Zealand was up 5.3%, the US rose 5.3% and the UK increased 7.6% year-on-year.

Atlantis earlybirds

DUBAI'S Atlantis, The Palm is offering earlybird savings of up to 50% on a range of room and suites for travel Apr-Sep 2016.

The offer includes daily buffet breakfast and free access to Aquaventure Waterpark and The Lost Chambers Aquarium, with consumers encouraged to make bookings via their preferred travel agent - atlantisthepalm.com.

NINE travel agents experienced the spirit of the outback on a six-day Longreach, Winton & Queensland Rail Famil last month.

The group first headed to Longreach where they began with a scenic drive through to Winton.

During the trip the agents visited Carisbrooke grazing station, the Three Sisters rock formation, Lark Quarry Conservation Park and the Camden Park Station.

Pictured are: Jennifer Winter, Harvey World Travel Meyer Mall; Emma Fittler, New England Travel Centre; Joseph Zerafa, Breakaway Travel Blacktown; Leslie Jennings,

helloworld Emu Plains; Corinna Stefani, Atoll Travel; Robyn Lawlor, Wow Travel; Tanya Graham, ECruise & Travel; Linda Owen, Gippsland Travel; Geoffrey Pfitzner, Travel Design and Bevan Carson, bdm Sunlover Holidays.

Nepal advisory

DFAT has lowered the level for Chitwan district to 'Exercise a high degree of caution' due to an improvement in the security environment.

The overall level for Nepal remains at exercise a high degree of caution and higher levels apply in some parts of the country.



Flying soon from Sydney and Adelaide.

Our network in Australia is expanding with the introduction of daily services from Sydney commencing 2nd March 2016 and from Adelaide commencing 3rd May 2016. These are in addition to our existing daily services from Melbourne and Perth.

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GNTO put on their trivia cap



THE German National Tourist Office has wrapped up its Destination Germany Roadshow in Australia.

The roadshow showcased this year's major theme, Traditions & Customs and saw trivia nights held for over 300 travel industry professionals in Sydney, Melbourne, Brisbane and Perth, as well as a media event in Sydney.

Travel agents, tour operator staff and key airline sales reps attended the trivia nights, where they learned about Germany's culinary specialties, living traditions and arts & crafts.

Throughout the events, six

agents were awarded a spot on a Christmas Markets famil to Germany.

GNTO will return in 2016 to promote the theme of Nature in Germany.

Pictured from left at the media event are: Nicki Schleibs, Rail Plus; Hubertus Legge, Deputy General Consul German Consulate Sydney; Carsten Lima, Design Hotels; Svetlana Monastyrsky, German National Tourist Office; Stefanie Eberhard, German National Tourist Office; Bryce Crampton, Beyond Travel; Kaylene Collins, Albatross Tours; Beth Scott, Lufthansa and Traute Tuckfeld, Visit Berlin.

Brunetti buzz at MEL

ICONIC Italian coffee maker Brunetti has opened an outlet at Melbourne Airport's new Terminal 4, which will become the home of Jetstar in MEL effective from tomorrow.

F&B will also be available including pizza, foccacia and other Mediterranean favourites.

Other culinary offerings in T4 include Oporto, Think Asia, Ali Baba and a new look McDonald's Burger Bar, while the Two Johns Taphouse will open shortly.

Sentosa Sofitel

ACCORHOTELS has announced the debut of its second Sofitel property in Singapore, the Sofitel Singapore Sentosa Resort & Spa.

The luxury property offers 211 rooms and suites plus four villas, and features the world's largest So SPA, more than 1,300 square metres of meeting facilities, a 33m swimming pool and 27 acres of "tropical woodlands".

The resort also offers easy access to nearby Tanjong Beach.



Win tickets to see Tanna

Travel Daily has partnered with Vanuatu Tourism Office (VTO) to give away five double passes to celebrate the release



of the movie *Tanna*, the first feature film to be shot entirely in Vanuatu, in close collaboration with ni-Vanuatu people and starring an all Vanuatu cast.

Tanna recently collected two awards at the Venice Film Festival and tells the beautiful tale of forbidden love. For more information on travel to Vanuatu **CLICK HERE.**

To win, be the first to send the correct answer to the question about Vanuatu's island of Tanna to vanuatu@traveldaily.com.au

What is the name of the live volcano on the island of Tanna, in Vanuatu?

emiratesagents.com/au

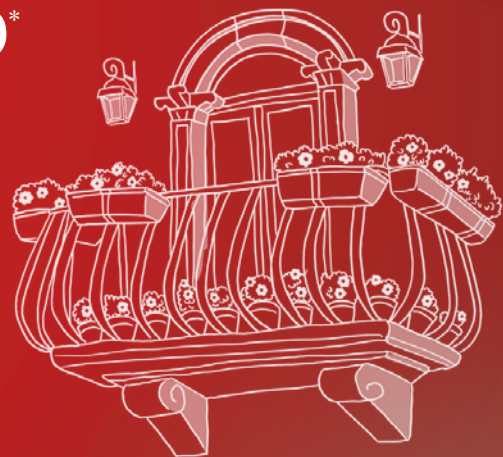
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AB Zurich-Larnaca

ETIHAD equity partner Air Berlin has announced the addition of flights to Cyprus, with a weekly Zurich-Larnaca service set to debut on 01 Apr 2016.

Emirates Jetman duo

EMIRATES has released a new video showing a formation flight involving an Emirates A380 and the Jetman Dubai duo.

The formations were conducted over the Palm Jumeirah and Dubai skyline.

To see the video, **CLICK HERE**, or to see what went into planning the flight, **CLICK HERE**.

Syd airport strikes

DELAYS are expected at Australia's International Airports today due to strike action.

The Australian Border Force staff have walked off the job for 24 hours, until 2359 tonight.

The Department of Immigration and Border Protection said it has contingency arrangements in place to protect Australia's borders and minimise the impact on business operations.

Travellers are being advised to allow extra time for international flights.

NSW, QF team up in Shanghai



NSW premier Mike Baird has launched a new tourism campaign in China in partnership with Qantas, with the joint Destination NSW/QF promotion featuring a large outdoor digital billboard promoting travel to Sydney and NSW with Qantas.

Baird said the campaign takes advantage of a "prime location in Shanghai to highlight just how spectacular our state is and encourage even more holidaymakers from China".

Last year 526,000 Chinese visitors arrived in NSW, up 24% year-on-year, with spending at almost \$2 billion during their stay.

As well as Sydney, the campaign showcases regional areas such as the Blue Mountains, Hunter Valley, Central Coast, Port Stephens, Port Macquarie, Coffs Harbour and Byron Bay.

The campaign will also promote travel packages for Chinese visitors to experience next year's Vivid Sydney Festival.

Pictured above in Shanghai are, from left: Alan Chang, Qantas Airways gm China; NSW Premier Mike Baird; and Jennifer Tung, regional director North Asia for Destination NSW.

Turkey advisory

BELEK, Antalya will be inaccessible to members of the public from 11-17 Nov due to the G20 Leader's Summit, which will run 14-16 Nov.

DFAT has advised visitors to Istanbul and Antalya to anticipate heightened security measures during this period and be aware of the possibility of flight disruptions.

Phi Phi agent special

SPECIAL rates for Australian and NZ travel industry staff are on offer at Thailand's Phi Phi Island Village Beach Resort.

Rates start at THB4000 (about A\$158) in a Superior Bungalow, with the deals on offer following the appointment of Complete Travel Marketing as its local sales and marketing representative.

Phi Phi Island Village Beach Resort offers 144 traditional Thai style bungalows and twelve private Hillside Pool Villas, while a current refurbishment program will also see the introduction of two bedroom family bungalows. More details on 02 9018 9322.

Fiji Airways kk's SIN

FIJI Airways has formally announced a new non-stop route from Nadi to Singapore, as flagged by **Travel Daily** some months ago (**TD** 21 Sep).

Twice weekly flights will start 05 Apr 2016, with the services having a flying time of approximately ten hours using FJ's A330 aircraft.

FJ361 will depart Nadi at 2315 local time, arriving into SIN at 0510+1 making for easy onward connections.

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All applications close **COB 17 November 15**, and applicants who have not been responded to within 14 days have been unsuccessful.

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Tourism Fiji budget increases by 28%

THE Fijian government last week announced an additional FJ\$6.5 million in annual funding for Tourism Fiji, lifting the organisation's budget by 28% to FJ\$30 million.

During a parliamentary budget speech in Suva on Fri, finance minister Aiyaz Sayed-Khaiyum said the increase would be "money well spent to encourage people in our most important target markets to visit Fiji."

"The increase will intensify that effort and support promotion in new markets with strong potential," he said.

The budget also confirmed the end of the Short Life Investment Package, a system which granted the hotel industry tax holidays of ten years for investments of \$7 million or more, with Sayed-Khaiyum saying the scheme had "outlived its usefulness".

SQ Tigerair bid

SINGAPORE Airlines looks set to take 100% control of its low-cost offshoot Tigerair Singapore, making a SG\$450 million bid for the 45% of the company it does not already own.

SQ said if the takeover is successful it will delist Tigerair from the Singapore Stock Exchange, saying it aims to "derive enhanced commercial and operational synergies through a full integration of Tiger Airways into the SIA Group".

South Africa fares up

SOUTH African Airways this morning announced an increase on all economy and business class fares between Australia and South Africa.

SAA Australasia country manager, Tim Clyde-Smith, said the increases will impact all fares ticketed after this Wed 11 Nov.

T and D class fares will rise by 1% while Q/S/H/K/M/B/Y/Z/J/C class fares will go up by 2%.

"We're confident that, even with these small increases, SAA remains the best value option for Australians to see and explore the African continent," he said.



Business Development Manager QUEENSLAND

Back-Roads Touring is a unique small group touring concept offering fascinating and leisurely regional tours throughout the UK & Europe. With small group sizes, we provide an intimate and relaxing travel experience, taking our guests off the freeways and onto the back roads to enjoy seasonal cuisine, charming accommodation and authentic cultural experiences.

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Key Responsibilities & Requirements

- Managing trade relationships within QLD
- Building and nurturing travel agency partnerships with the ability to prioritise those agencies which you identify as having the best growth potential for the brand
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- Developing and providing training sessions for agency partners initially and then ongoing for new starts
- 3+ years of business development management within the travel industry
- The ability to travel extensively

Applications which do not address these points will not be considered. Only short-listed applicants will be contacted. Please send your application and supporting letter to Hugh.Houston@backroadstouring.com.au by 20th November.

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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.



Explore Holidays - Italy 2017

Explore Holiday's Italy 2017 brochure has a two year validity, a scattering of new hotels and new tours. In Rome, new tours include the nine-day Rome, Sunshine Italy Aura Tour, nine-day Italian Essence by Aura and new hotels such as Twenty One Hotel, Palazzo Navona and Boscolo Exedra Roma. There are also new additions in Tuscany, Venice, Bologna, Milan, Lake Garda, Sorrento and Sicily. Highlights include the Full Day Vesuvius by 4x4 with Wine Tasting.



Abercrombie & Kent - India & the Orient 2016

This new brochure has a new two week rail trip on Maharajahs' Express, four days in Goa with a choice of five star hotel, a luxury small group journey with a Ganges River trip as well as new accommodation options in Sri Lanka. In the Orient, a new week long journey through Mongolia explores the Gobi Desert with accom in a traditional ger. In northern India there's the option for a Hot Air Balloon ride over key

Rajasthani sites and a Buddhist healing ritual in Bhutan.



Mercury Holidays - Asia & Indian Ocean 2015/16

Mercury Holidays' new mini-brochure covers both escorted tours and beach holidays. Escorted tours include accom in 4-star hotels, breakfast, lunch and dinner daily and the option for tailored extensions. Tours include the nine-day China Discovery & 17-day Splendours of Vietnam. Beach holidays include flights from Australia, return transfers and optional mini tours. Some beach holidays on offer are 5-nights

Dubai & Beyond, & 13-nights in Mauritius at Laguna Beach Hotel & Spa.



Wendy Wu Tours - Deluxe Tours 2016/17

Wendy Wu Tours' 2016 deluxe touring range for travel to China, India and Indochina, features more programs and a range of new experiences. The deluxe tours are tailored versions of classic tours, offering 5-star accom & smaller group sizes. There are 11 itineraries to choose from in 2016 including the nine-day Glimpse of India tour, visiting Delhi, Agra and Jaipur and the 14 day Jewels of Vietnam tour, which

explores Saigon, Hoi An, Hue and Hanoi.



On The Go Tours - Turkey, Croatia, Iceland & Russia

On The Go Tours has combined its previous 'Turkey' and 'Russia' brochures into one for 2016/17. The brochure offers hotel grade and tour pace ratings for each individual tour, a new hop and stop Croatia overland tour and new eight-day Golden Circle tour of Iceland. 'Lifetime deposits' are also available, so deposits can be transferred to another tour if travel plans are changed or delayed. Highlights include a collection of mosques, palaces and museums, Croatia's coastline, the legendary Red Square and St Basil's Cathedral.



Qantas Holidays - New Zealand 2016/17

Qantas Holidays has expanded their brochure and added some outdoor adventures. New to 2016 are some walks and cycling trails, along with more Christchurch tours and new areas including Wanaka and Hawke's Bay. Also new are detailed driving distance maps. The brochure covers the North Island and South Island, including Auckland, Bay of Islands, Rotorua, the West Coast, Wanaka and Queenstown.

Ethiad's new planes

ETIHAD will take delivery of two new Boeing 777 freighter aircraft, due for delivery next year. The aircraft are valued at US\$637 million at list prices.

Middle Earth arrives in Sydney



MIDDLE Earth Trilogy New Zealand showcased their products to over 100 travel agents in Sydney last week.

Agents learned about Middle-earth (Hobbiton Movie Set), Living-earth (Te Puia cultural experience) and Under-earth (Waitomo Glowworm Caves & The Legendary Black Water Rafting) experiences.

Ten lucky travel agents walked away with Trilogy Prize Packs.

The grand winner received a \$3000 prize pack including return flights to New Zealand and a visit to the Trilogy attractions.

The grand prize winner is pictured celebrating with fellow AAT Kings Staff members.

Runaway tour boost

SYDNEY-BASED day tour operator Runaway Tours is expanding operations to handle increasing demand from Asia.

Owner Steve Americh said Runaway specialises in foreign language private day tours.

"Chinese tourists want real experiences and to learn about a destination, but in their own language," he said.

The Runaway Tours product includes Blue Mountains, Hunter Valley, Port Stephens and Sydney City tours conducted by bilingual guides in English, Spanish, French, Italian, German, Russian, Korean, Japanese, Cantonese & Mandarin.

Business Development Manager Western Australia

DriveAway Holidays is looking for a multilene BDM based in Perth, WA. If you represent a number of non-conflicting products and can take on another fantastic client then we'd love to hear from you.

Please check out our DriveAway Careers page for more information regarding the role:
www.driveaway.com.au/careers

All enquires please contact
Michelle at HRSydney@driveaway.com.au



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

Postal address: PO Box 1010, Epping, NSW 1710 Australia
Street address: 4/41 Rawson St, Epping NSW 2121 Australia
P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

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Publisher/Managing Editor: Bruce Piper Editor: Guy Dundas
Contributors: Jasmine O'Donoghue, Jenny Piper, Sarah Piper
Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au
Business Manager: Jenny Piper - accounts@traveldaily.com.au

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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

6. What is the name of the Aircalin onboard magazine?

Need a hint? [CLICK HERE](#)



Busabout brochure

BUSABOUT has launched its 2016 Asia program with 10 tours across Thailand, Laos, Vietnam, Cambodia and Burma.

A new five-day tour in Thailand has been added - see [HERE](#).

New trekking routes

TWO new trekking routes have been opened to the summit of Mount Kinabalu from Laban Rata.

The routes will replace the old single trail leading to the peak, where several climbers and mountain guides were killed during an earthquake in Jun.

Sabah Park will fully reopen 01 Dec with one trail in operation, but there is currently no completion date for the second trail, which will offer a more scenic view towards the Kota Belud district.

AccorHotels points

LE Club AccorHotels members staying at Asia Pacific hotels will earn double points from Mon-Thu and triple points from Fri-Sun until 29 Feb 2016.

Over 500 hotels are taking part and members must register to be eligible.

Offer applies to bookings made at accorhotels.com or via the AccorHotels Reservations Service.

For full info on the program visit www.accorhotels.com/leclub.

9W new daily routes

JET Airways has scheduled daily A330 flights between Singapore and Delhi from 25 Nov.

The services will provide connectivity from Brisbane, Melbourne and Sydney on Qantas codeshare flights to Delhi, though Singapore.



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MANAGE & LEAD!

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.

**** URGENT ROLE ****

CORPORATE SALES MANAGER
PERTH – SALARY PACKAGE \$75K - \$95K (OTE)

Your role will be managing an existing client base assisting in the ongoing growth of the brand, whilst also using your polished sales skills to achieve new business & continued growth. You will support the AM team managing an existing client base, together with working with the BDMs to achieve new business leads. You will be responsible for identifying growth opportunities & travel trends in the industry, together with devising strategies to build new business.

****JOB OF THE WEEK ****

REGIONAL FINANCE MANAGER
PERTH – SALARY PACKAGE \$140K + BONUS

This award winning hotel chain is recruiting now for a regional finance manager with responsibility for several hotels in WA. You will be required to perform strategic finance and taxation review of the region with the purpose of reducing costs and increasing revenue.

You will have at least 15 years in the finance industry and have a strong airline background in finance, this is essential criteria.

LEAD BY EXAMPLE

CORPORATE TRAVEL TEAM LEADER
SYDNEY – SALARY PACKAGE TO \$90K

Take the lead role within a brilliant travel operation, bringing your corporate knowledge and leadership skills to this premium sole account. We're looking for someone who can manage workflows, statistics, KPI's and staff appraisals. You'll be a flexible 'can do' leader who is able to lead by example.

This is a 90% management role with 10% consulting. Your positive approach and knowledge will bring a breath of fresh air in to the team and secure your future

ARE YOU TECHNOLOGY SAVVY?

SYSTEMS CHANGE MANAGEMENT
BRISBANE – OTE \$65-\$70K PKG

This is a rare opportunity to join this travel provider in their systems management team. Your duties will include coordinating end to end release management for all system modifications, advising on system enhancements, troubleshooting issues & working with various departments providing systems support. Strong salary package, great career progression & benefits on offer. Experience in a similar role within the travel industry required to be successful.

CORPORATE SALES – MIDDLE MARKET

BUSINESS DEVELOPMENT MANAGER
MELBOURNE – REMUNERATION TO \$98K + COMMISSIONS

This global travel company are looking for a Business Development Manager to acquire new corporate travel business for their corporate brand. You will be focused on new business wins & complete lead generation across the middle market space. If you are good at building relationships & have fantastic rapport building skills, then this role is for you! With this leading TMC, your career will be put in number one spot. Terrific employee benefits.

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.

ONLINE SPECIALISTS

E-COMMERCE SUPPORT SPECIALIST
SYDNEY – EXCELLENT SALARY PACKAGE

Join a successful company with a strong global presence and watch your career soar. Here you will be responsible for the continued service of pre and post sales support for E-Commerce customers. You will have the ability to manage multiple stakeholder relationships, work closely with the sales team and be an expert on the product. Experience with IT Infrastructure, CRS and Online (OBT's) additions required here.

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Working in partnership with the Australian Travel Industry

Senior Adventure Travel Consultant

Brisbane, \$44k + Bonus, Ref: 1990SZ1

A well established adventure touring company is looking for an Adventure Travel Consultant to be apart of their busy, dynamic team located within central Brisbane close to public transport. You will be booking all travels relating to expedition cruising, trekking, once in a lifetime journeys for anyone seeking a thrill. Working Mon to Fri 9am – 5pm with a rotational Saturday, this is a great opportunity for a consultant looking for a change from normal retail or wholesale consulting.

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

Reservations | Temp Assignment | Calypso Expert Sydney, Fantastic Hourly Rate, Ref: 1900PE2

This well known company is in need of a Calypso and Amadeus expert to come on board and assist booking Air, Hotels, Tours and Car Hire. Located in the suburbs this role will give you a comfortable work/life balance allowing you to escape the daily commute into the city, if you love working in retail travel but would prefer a more behind the scenes role, no more face to face, then this is your dream role! Temp to Perm potential for the right person. If this sounds like you please apply!

For more information please call Paul 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.

Travel Consultant

Adelaide, \$50-60k, Ref: 2016DV1

You will have the chance to use your travel sales skills to sell a variety of leisure and corporate travel to prospective and existing clients. You will need to be happy to generate and build your own business within the company and help them book a variety or air, accommodation, tour arrangements and other travel ancillaries! This is a fantastic opening and a great opportunity for an experienced Travel Consultant to join a refreshingly vibrant and successful company in Adelaide.

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

South Pacific Travel Specialist

Brisbane, Up to \$42k + Super, Ref: 1911LM2

A South Pacific Travel Consultant is required to work for an extremely reputable and well established travel company located in Brisbane. Is the South Pacific your passion? Do you love tailoring itineraries? You can enjoy long term career progression, recognition and rewards for your efforts with this fantastic opportunity. Minimum 1 year travel industry experience along with GDS skills is required. Personal travel to South Pacific is an advantage. Interviewing now!

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

Marketing Manager

Sydney, \$80-100k, Ref: 2015SJ1

I am looking for a Marketing Manager to lead the marketing of an online travel company. This role has a focus on digital but also offline, PR, communication & events. I am looking for a candidate who has experience with SEO, SEM, Adwords, Analytics, Content & Social. This leading travel company are expanding & need a forward thinking creative individual who can work autonomously running their marketing division. A great salary package is on offer for the right person. Call me for more info.

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

South America and Antarctica Specialist Consultant

Melbourne, \$70k OTE + Famils, Ref: 2022TS1

An exciting new opportunity has opened up for an experienced travel consultant with extensive knowledge and travel experience in South America and Antarctica. Our client is a well established travel company located in central Melbourne. We need a consultant who can build rapport with clients, provide extraordinary customer service and create once-in-a-lifetime itineraries. A generous salary package and travel opportunities are on offer to the right candidate. Don't miss out- Apply Now!

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

Corporate Consultant

Perth, \$50-55k, Ref: 8198DV3

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 role! My client requires an experienced corporate consultant to join their team in central Perth. This is an Australian-owned corporate giant and you will be well 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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