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Thursday 26th November 2015

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QR recruiting for Sydney

QATAR Airways has commenced a recruitment drive for its Sydney-based operation ahead of the Gulf carrier's commencement of flights to the NSW capital, nearly three months from launching.

The Doha-based airline begins flying daily to Sydney on 01 Mar and is in the midst of establishing a Sydney CBD based office for its sales team, accompanied by an airport presence.

QR has a multitude of full-time permanent positions to fill, including a commercial manager, manager national accounts, sales executives, sales support team for leisure and corporate accounts and an administrative assistant.

Applicants for the more senior positions are required to have between five and seven years experience in the field.

SYD Airport based roles include

airport services manager, duty officers, services supervisors and service agents.

Applications are open until 25 Dec - for more details, see the ad on **page 5** or go to QR's website, <http://careers.qatarairways.com>.

TCF sticker warning

AFTA is reminding agents who continue to use the TCF (Travel Compensation Fund) sticker and/or certificate of licence that they are not complying with Australian Consumer Law.

In a memo to members, AFTA said the former references should be replaced with ATAS sticker and ATAS accreditation certificates, adding a government inquiry has found a "large number of travel agents are non-compliant and in risk of misrepresentation" by still displaying the TCF signage.

"It is vital that you immediately remove any references which falsely represent you as a licensed (Government approved) travel agent and/or covered by the TCF as this is a breach of Australian Consumer Law," AFTA warned.

Seven pages of news

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

- AA Appointments jobs
- JITO

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Travel Daily

First with the news

Thursday 26th November 2015



Need Staff Training?
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Helloworld NZ egm

HELLOWORLD has confirmed the appointment of Simon Mckearney as executive gm of Stella NZ, effective immediately.

Mckearney will take over the post from Greig Leighton ahead of the launch of the helloworld brand in New Zealand next year.

Mckearney has over 15 years experience in exec management roles, most recently as md Flight Centre Corporate and also Flight Centre NZ's gm of product, gm of corporate & chief financial officer.

CATO: terrorism vs tourism

DESPITE recent events in Paris, the industry has not seen a mass cancellation of bookings, says Council of Australian Tour Operators (CATO) chair and md of Bunnik Tours, Dennis Bunnik.

"I think there's a realisation with travel that terrorism can happen anywhere, at any time...so people have already booked within that environment," Bunnik told *Travel Daily* at a CATO meeting in Sydney last night.

Bunnik said people who were due to go to Paris days after the attack may have pulled out, but those who are due to go next year are not going to cancel.

However, this week he has seen a slowing in bookings, but anticipates people are waiting a couple of weeks until things settle down, and then they will book.

"The big issue we've got is this perceived threat is far greater than the actual threat and as an industry, we need to get some more logic and balance into that thinking and that conversation.

"It's natural that people are going to feel fearful but let's try and tone down the irrationality

of that."

Bunnik says when it comes to broaching the topic with clients, agents should not avoid the 'elephant in the room'.

He suggests approaching the conversation by tying it in with traveller safety and reassuring clients that tour operators' have their best interests at heart.

"It's not in our interests to send them to a warzone," Bunnik said.

"We've got a duty of care as a tour operator - and so do travel agents - to match the right holiday with the passenger.

"We need to get across to consumers that we have their best interests at heart and we're watching their back."

More from CATO on **page seven**.

Goldman 'home' push

JOINT md of Goldman Travel Group Anthony Goldman has revealed plans to "aggressively" expand its home-based network under a new pact with Riche Travel & its SmartFlyer ops (*TD* yest).

Goldman said the group will aim to expand the 'home' offering of 25+ advisors over coming years.

New SAA acting ceo

MUSA Zwane has been named as South African Airways acting chief executive officer, its seventh chief in less than four years.

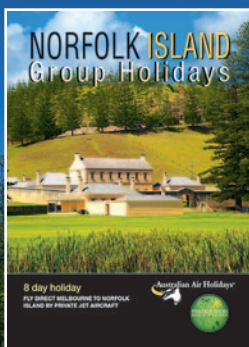
According to reports, Zwane's temporary appointment is part of a rotation of senior executives in the airline's top role.

SAA spokesperson Tlali Tlali told *Air Transport World* the Star Alliance member carrier was searching for a permanent ceo & would be appointed "as soon as the process has been finalised".



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NEW! Virgin Australia Industry Rates to LA!
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CLICK HERE for further details

Karma Rottnest go ahead

LEASE negotiations between the Western Australia government and Karma Group to redevelop the Lodge precinct on Rottnest Island (TD 27 Jan) have concluded. The project will see Karma add

new and revamped facilities, including 80 self-contained units, short stay accommodation, a cafe, restaurant, kids' club, swimming pool, day spa and conference & meeting spaces.

WA Tourism Minister Kim Hames said the Karma redevelopment would mean Rottnest could offer something for all budgets, with options ranging from camping to glamping, through to 4- and 5-star luxury accommodation.

"The whole design promises to be an exciting and innovative addition to Rottnest Island.

"Visitors can now look forward to a resort-style hotel of the same high standard that Karma has become famous for around the world," Hames said this morning.

Rottnest Island is a 25min ferry ride from Fremantle and 90mins from Perth's Barrack Street Jetty.

The agreement with Karma is effective from 01 Jun 2018.

WS, EK US codeshare

CANADIAN airline WestJet is seeking a green light from the US Dept of Transportation to enable Emirates to codeshare on its flights between the US & Canada.

The carriers have proposed to place the 'EK' designator code on WestJet & WestJet Encore jets from hubs in Canada to Boston, Dallas/Ft Worth, Houston, New York, Los Angeles, San Francisco, Orlando and Chicago for an indefinite period.

VA adds CHC/RAR

VIRGIN Australia this morning announced an expansion of its South Pacific network to include the Cook Islands.

The seasonal weekly non-stop service between Christchurch and Rarotonga will operate from 25 Jun through to 08 Oct.

Utilising Boeing 737-800 aircraft, the new service will complement VA's existing route from Auckland to Rarotonga which operates up to five times weekly.

VA worked in partnership with Christchurch Airport and Cook Islands Tourism Corporation to establish the route.

Flights will depart CHC on Sat and return from RAR late Fri. Launch fares start at NZ\$299.

Good Mantra results

MANTRA Group ceo Bob East says the listed-company remains on track for a healthy profit for the 2016 FY, providing guidance for EBITDAI between \$84m-\$87m.

East told shareholders at the hotelier's agm yesterday that Mantra Groups three brand business approach - Peppers, Mantra & Breakfree - "continues to deliver good results."

The chief is optimistic for the future, saying local hotel operators are "well placed to experience the greatest opportunity that we have ever experienced, as Australian hotels hold the enviable position of being the #1 destination to visit for aspiring High New Worth Individuals".



Window Seat

WHAT better way to terminate the transportation of bedbugs - because apparently it happens - than through heated luggage?

US company ThermalStrike has rolled out a range of "advanced heat containers" for travellers, designed specifically to "kill all stages of bed bugs".

According to ThermalStrike, bedbugs are not just confined to the bedroom but can be found in hospitals, cinemas, schools, retail stores & even on airplanes.

ThermalStrike is promoting the suitcases ahead of the US Thanksgiving holiday season this weekend, when there is a higher risk of bedbugs "hitchhiking from one person to another".

The chemical-free, quiet and "gentle" luggage collection is designed to exceed the National Pest Management Association's recommended temperature of 118°F (48°C) "to kill all stages of bedbugs and eggs, while regulating temperatures that are safe for most items".

To activate, users need to plug the suitcase into a wall socket and the bag does the rest, treating all belongings.

"It is peace of mind for travellers once they get to their destination, and when they return home," the company says.

More at thermalstrike.com.

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Magellan Taucks into Canada



MAGELLAN agents from NSW, Qld and Vic recently ventured to Western Canada courtesy of Tauck and Travel the World.

The group experienced Tauck's 10-day Grand Canadian Rockies journey, which travels from Vancouver to Banff.

The tour features a floatplane excursion over the Gulf Islands, a ferry cruise to Victoria and an Ice

Explorer ride across a glacier.

Pictured are Roger Koller, Gregor & Lewis Bespoke Travel; Sharon Hando, Travel the World; Mandy Ward, Lidstrom & Clyne Travel; Susan Aitkin, Mary Rossi Travel; Sharron Hungerford, The Travel Agent at Caloundra; Eliza Summerhayes, Cruise View; Judy Tanner, Aurora Travel and Craig Reid, The Village Travel.



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BALLY'S
LAS VEGAS

Aussies love AY A350

FINNAIR'S brand new A350 XWB aircraft took to the skies this week on an inaugural flight from Helsinki bound for Shanghai.

The airline is the first European carrier to fly the Airbus A350 XWB, with a total of 19 A350s on order and delivery to be undertaken in various stages and fulfilled by 2023.

Finnair country sales manager Geoff Stone reported "interest in the A350 was strong from the Australian market across industry partners, repeat passengers and new clientele."

AirAsia X Q3 loss

AIRASIA X has reported a RM288 million (AU\$94.6m) loss for Q3 and plans to slow down aircraft capacity growth.

The capacity allocation in 2015 will see a drop in the number of flights to Australia.

AirAsia X ceo Benyamin Ismail said the results were due primarily to a slump in exchange rates for the Malaysian ringgit, with the USD/MYR dropping 36% year-on-year.

Hawaii Island dengue

The Hawaii Department of Health (HDOH) is investigating a cluster of locally-acquired cases of dengue fever on Hawaii Island.

Of the 101 confirmed cases, 13 are visitors and 88 are Hawaii Island residents.

The Hawaii Tourism Authority has advised visitors familiarise themselves with information on DOH's website prior to arriving in the state - **CLICK HERE**.

G Adv 100 hour sale

G ADVENTURES will kick off a 100-hour sale tomorrow at 8am for Australian & NZ travellers.

Save \$100 on trips valued over \$1,000 dep before 30 Jun using promo code '16GA100ADV12'.

On Mon, there will be a further 15% off a selection of trips.

To book, call 1300 796 618.

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Chimu chimes in

LATIN American specialists Chimu Adventures are celebrating the addition of Air New Zealand's services between Auckland and Buenos Aires, saying the Kiwi-carrier is bringing greater competition on the Australia-South America route.

Air NZ's Boeing 777 flights will take airline capacity between the countries to "record heights", said Chimu Adventures co-founder Greg Carter.

"Both Qantas and LAN have increased their capacity into South America this year by switching to larger aircraft and we're already seeing the impact of the boost in seat numbers with some very competitive airfares."

Flights commence 01 Dec and will run thrice weekly.

UA Thanksgiving sale

UNITED Airlines is running a Thanksgiving sale until 04 Dec on flights between Sydney and more than 200 destinations across North and Central America. Return fares start at \$979.

BW Sunshine Coast

THE \$15 million newbuild Best Western Plus Oceanside Kawana Hotel opened today.

Located in Stockland on the Gold Coast, the 4.5-star hotel offers 81 rooms ranging from king deluxe to executive suites, all with 50" LED TVs and USB charging ports.

It has a restaurant and two conference rooms which can be opened up into one setting.

Tahiti cruise brochure

NEW Zealand based travel firm Island Escape Cruises has savings of up to NZ\$2,000 for Tahitian cruise bookings aboard *Island Passage* paid in full by 16 Dec.

Voyages include a seven or 10-night lagoon cruise from Bora Bora or Papeete.

Savings of NZD\$1,000 are also available for deposited bookings.

To order the 2016 Tahitian Affair brochure, call 1800 584 869.

Cebu cleared for USA

PHILIPPINE budget carrier Cebu Pacific Air has confirmed the planned launch of flights to Guam, starting 15 Mar.

The route is slated to operate on a four weekly basis using Airbus A320 aircraft and will be Cebu Pacific's first US destination.

Goldman praises partners



GOLDMAN Group hosted over 100 industry partners at The Langham, Sydney last night at a lavish event to say 'thank you' for ongoing support and to celebrate the leisure and corporate specialist's continued growth.

The business, established by industry icon Tom Goldman OAM 32 years ago, currently employs over 60 staff across four brands; Goldman Travel, Travelcall, Travelphase and Smartflyer.

The executive chairman lauded the group's industry partners, which included hotels, airlines, tour operators, cruise lines, car rental firms, tourism boards & technology companies.

Goldman heaped praise on trade, saying "We wouldn't be able to look after our clients if it weren't for you."

"Our business is built on relationships. Relationships with our clients and relationships with you, our partners."

He said that those relationships are what "continues to differentiate us from the faceless online players".

"Whilst we embrace technological advancement we are mindful of our role in working with you, not robots," he added.

Tom Goldman is **pictured** (left) with his sons and joint managing directors, Anthony and David.



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AW honour great explorers



THE Trailblazers: Australia's 50 greatest explorers exhibition launches in Sydney today, for which Adventure World is a presenting partner.

The exhibition profiles some of the most heroic and daring explorers, from James Cook to Douglas Mawson to Jesse Martin.

It will run at the Australian Museum until 18 Jul next year and features over 360 objects.

"Partnering with the Australian Museum on such an incredible exhibition that profiles some of Australia's most epic adventurers has such a strong synergy with Adventure World and what we

offer travellers; new frontiers, untamed wilderness and incredible discovery," said Neil Rodgers, gm Adventure World.

It is the second exhibition Adventure World has partnered with the Australian Museum on, following *Aztecs* in 2014, which attracted over 200,000 attendees.

Pictured at a pre-launch event last night are: Kim McKay, director & ceo of the Australian Museum; Dick Smith; Jessica Watson; Neil Rodgers, gm of Adventure World and Valerie Taylor.

For more information on the exhibition or for tickets, see australianmuseum.net.au.

Account Manager 12 month maternity replacement Sydney or Melbourne based



If you are seeking a challenge with a fast paced, exciting industry player, this could be your opportunity of a lifetime. We have a 12 month maternity replacement role to fill and are looking for an Account Manager who is passionate about the travel industry, has a great personality and can deliver on revenue targets while developing business opportunities with existing and new partners throughout Australia.

The company is Tourism Holdings Ltd (*thl*), the brands include:

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USA

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<https://careers.thlonline.com/?job=21814SKA>

AC adds YVR/DUB

AIR Canada is launching thrice weekly seasonal services from Vancouver to Dublin on its leisure offshoot Air Canada rouge from 10 Jun, using Boeing 767-300ERs.

Travel Daily
First with the news
Thursday 26th Nov 2015



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Adventure World has appointed **Matt Endycott** as Head of Sales for its Australian business. Endycott was previously at Virgin Australia.

Steve Odell has been promoted to Senior Vice President and Managing Director for Asia Pacific at **Norwegian Cruise Line Holdings**, while **David Herrera** has been named as Senior Vice President and MD China; and **Frank Medina** will take on the role of MD for Latin America.

Christian Hunter has been promoted to CEO of **Travellers Choice**.

Rosewood Hotel Group has announced **Niamh O'Connell** will take up the new position of Group Vice President of Wellness Development.

The Maldivian LUX* South Ari Atoll has a new General Manager, **Glenn Daniels**. Daniels brings 26 years' of hospitality industry experience.

Marine Tourism Management has named **Wendy Fisher** as business development manager for Blue Lagoon Cruises, while **Richard Carrick** has taken up the position of business development manager for Awesome Adventures Fiji, Vinaka Fiji and Awesome Whitsundays.

New faces are set to join the **Daydream Island Resort and Spa** team, with **Sarah Mullett** to commence as Business Development Executive/Regional Sales Executive and **Belinda Letts** taking up the role of Wedding Sales Executive. **Alicia Evans** has also been promoted to Conference and Events Sales Manager.

itravel-ites work anywhere!

RETAIL agency ittravel made the most of yesterday's sunny skies in Sydney, with staff taking work down to Bondi to launch its 'We work from anywhere' initiative.

The campaign promotes a healthy work-life balance & team building - pictured are Paul Davies, Rebecca McHenry & Annalee Ilievski.



Jupiters room reveal

JUPITERS Hotel & Casino has unveiled the first completed rooms in the property's \$345 million upgrade.

A Penthouse, Deluxe Executive Rooms, and lavish Ocean Terrace Suites are among the new features on the Level 20 and 21 Executive Floors.

Head to **TD's Facebook** for pics.

ACCC ok's FedEx deal

THE Australian Competition and Consumer Commission (ACCC) will not oppose FedEx Corporation's proposed acquisition of TNT Express N.V.

The ACCC said the proposed acquisition is unlikely to result in increased prices or reduced service levels & the entity will continue to face competition.

Star website reborn

STAR Alliance have revamped its website & mobile apps to offer a more user-friendly experience on desktop & mobile platforms.

The website is designed to be a "one-stop shop", allowing users to quickly access information on the entirety of the Star Alliance network; including frequent flyer benefits and products.

New "flight search" capabilities will allow visitors to scan the schedules on all 28 member airlines, serving over 1,300 airports worldwide to best meet travel needs - staralliance.com.

Fairmont SFO sold

THE Fairmont San Francisco Hotel was sold this week for US\$450 million (AU\$620m) to a buyer comprised of affiliated companies under Mirae Asset Global Investments.

Fairmont will continue to operate the hotel under a long term management agreement.

A&K Ancient Asia

ABERCROMBIE & Kent have announced a second departure of its Ancient Trade Routes of Central Asia Hosted Journey.

Departing Oct 2016, the hosted tour takes travellers through the ancient Silk Road, through Uzbekistan and Turkmenistan; with visits through ancient cities Samarkand, Bukhara and Khiva.

CLICK HERE for more info.

Bunnik: CATO to count



COUNCIL of Australian Tour Operator's new chairman Dennis Bunnik unveiled the group's new strategic plan last night in Sydney, with its primary aim to "make CATO membership count".

"It's fair to say that CATO hasn't had a big profile in the last few years, we haven't needed to be," commented Bunnik.

"The industry has always been regulated. TCF, they've taken the line share of the regulator industry - but they're now gone, So it's time for us to stand up."

The strategic plan is split into four steps: increasing business and professionalism; advocating and representing the interests of CATO members; minimising the risk of doing business for CATO members and marketing & building the group's profile.

Under the new direction, CATO members will now have access to education forums, with the first being on crisis management, held

in early Mar next year.

Other changes see CATO members receive an individual registration number, which will be added to the logo with hopes that it will inform discussion among consumers and agents alike when booking holidays.

A review of the membership criteria is also set to take place, with operators now requiring ATAS accreditation as a prerequisite to join.

"Our overall purpose is to represent, lead and service the land product sector of the travel industry," said Bunnik.

"There are a lot of tour operators who are not members yet - and my message to them is to not join - until we give you a reason to."

Pictured from left are CATO chair Dennis Bunnik, CATO gm Peter Bailey and special guest Gil McLachlan from McLachlan Travel Group.



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
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- 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

19. What is the name of the Noumea Golf Course where the Australian PGA has been held for several years?

Need a hint? [CLICK HERE](#)



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Part of the Travel Daily group of publications.



LH Book-a-Group tool

BOOKING travel groups has become easier, with the recent launch of Lufthansa's new online micro-site, Book a Group.

The portal allows agents to arrange all steps of group bookings in Germany, Austria, Switzerland and Japan, as well as change bookings.

Book A Group will be available to more than 12,000 travel agencies by the end of the year.

Register at lh-bookagroup.com.

Antarctica giveaway

AUSTRALIAN polar travel specialists Active Launch are giving people the chance to win a trip for two to the Antarctic and South America worth \$40k.

The trip includes return flights from Australia to South America via LATAM, a 10-night Antarctica expedition cruise and a two-night stopover in Buenos Aires, courtesy of Active Travel.

To be in the draw, listen to 104.7 or visit www.1047.com.au.



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Independently owned travel agency group is seeking a leisure travel team leader to join one of their successful offices in Melbourne's outer Eastern suburbs. Working in a small, yet dynamic team, you will be responsible for servicing a variety of clientele with leisure travel requests whilst assisting the Office Manager with managerial duties. A minimum 5 years international consulting experience required, together with strong leadership qualities.

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SLICE OF PARADISE!

HEAD OF COMMERCIAL

SUNSHINE COAST – \$200K + SUPER

This successful international company is looking for an Executive Commercial Manager to join their team. You will be responsible for the company's entire commercial function incl. the sales team, the successful culture, commercial & financial performance, identifying market opportunities & executing business strategies to maximise revenue. Extensive senior commercial management exp. in travel/hospitality essential. Executive package on offer.

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SALES & NETWORKING YOUR FORTE?

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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.

ARE YOU A SALES GURU?

BUSINESS DEVELOPMENT MANAGER

BRISBANE – SALARY PACKAGE \$75K+

Join this growing travel company as Business Development Manager. You will manage a client base building relationships & growing the brand, whilst using your existing network to identify new business leads & growth opportunities & convert into sales. To be successful you will need to have experience as a travel industry BDM, great sales & presentation skills, an existing network of contacts and a positive can do attitude. Great salary + bonus on offer.

BDM'S COME RUNNING TO A GREAT ROLE

BUSINESS DEVELOPMENT MANAGER

SYDNEY – SALARY PACKAGE \$80K + INCENTIVES

Create a valuable impression when you join this outstanding corporate travel company. You will have experience in sourcing and winning new business with great negotiation skills and a fantastic personality. Representing a well-known brand in the market you will be proud to be part of this vast organization, showing off your sales skills and getting new clients to sign on the dotted line. Your career development is assured, B2B hunters come running!

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

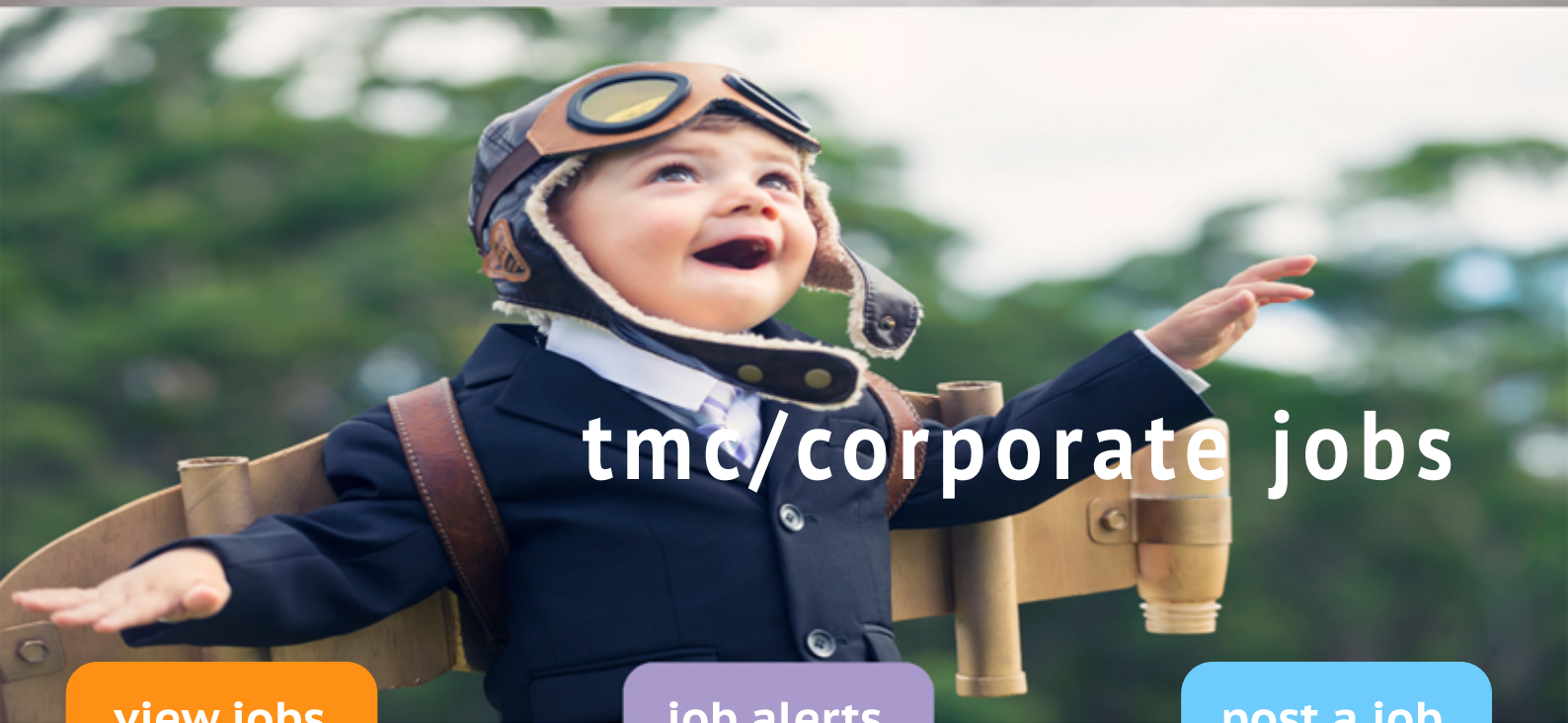
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