

# Book Fiji, BONUS \$100



**Bonus \$100 cash card\* when you book 5 nights & flights with Fiji Airways on top of your regular Pinpoints rewards!**



**CLICK FOR MORE INFO**  
& CUSTOMISABLE FLYERS OR CALL 1300 133 524



\*Conditions apply, book by 06Nov15 for travel now til 31Mar16. Operated by Pinpoint Travel Group.

**SABRE... LEADING  
THE WAY IN  
TRAVEL TECH  
INNOVATION**

**Sabre**  
pacific

# Travel Daily

First with the news

Monday 19th Oct 2015

**French**  
TRAVEL CONNECTION



[www.frenchtravel.com.au](http://www.frenchtravel.com.au)

[CLICK HERE](#)

**SCENIC°**  
**LAST CHANCE  
TO FLY FREE  
TO EUROPE\***



**ENDS  
31 OCTOBER**

[VIEW OFFERS](#)

## QH flags Calypso upgrade

**QANTAS** Holidays is set to roll out a new state-of-the-art front end for the Calypso reservation system, with the upgrade promising a "new agent user experience to rival all others".

Qantas Holidays/Viva! Holidays national sales manager Fiona Dalton revealed the initiative on Sat night in Darwin, where the wholesaler hosted several hundred top selling travel consultants and supplier partners at the annual Global Achievers gala event (see **page nine**).

Dalton told attendees the new system is currently being trialled, with agents participating in a focus group in Sydney last week "just as excited as we are about what we've been working on behind the scenes".

The upgrade is expected to formally debut late next month during the Helloworld owner/managers' conference in Wellington, NZ, with Dalton also highlighting the comprehensive Helloworld wholesale offering.

"This is a tough market right now and our competitors are hungry," she said.

"Their only choice when consumer confidence is low is to chase market share, and their behaviour can at times even be predatory...they may say they have re-engaged with the trade at the expense of consumer-first business, or they're reliant on new technology to do so."

Dalton urged agents to focus on the QH/Viva! range of domestic and international holidays to 27 countries, online dynamic hotel inventory, more than 20 cruise lines and worldwide rail journeys, "all underpinned with a leading edge loyalty program that gives back to you in a relevant way".

"Working together means we can continue to provide each other with the product, the tools and the support we both need to offer the Australian consumer a compelling alternative to online or the competition," she said.

The evening saw top sellers from across Australia honoured, with the top winner being Sydney's Angela Kaluzyn of Skilled Travel.

More from the Global Achievers gala on **pages 3 and 9** as well as in tomorrow's issue of **Cruise Weekly**.

## Rosie's Fiji bonus

**PINPOINT** Travel Group is offering a bonus \$100 cash card to travel consultants who book any Rosie Holidays package of five nights plus Fiji Airways flights.

The promotion comes on top of regular Pinpoints awards, with agents also able to create their own customisable flyers to promote the destination.

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

## LATAM, JQ c'share ok

**THE** International Air Services Commission today approved a variation to the existing Qantas/LATAM codeshare agreement which allows the South American carrier to codeshare on Jetstar Airways flights to NZ (**TD 21 Sep**).

LATAM intends to codeshare on numerous Jetstar Tasman & some domestic routes from 25 Oct.

## Ten pages of news!

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

- AA Appointments jobs
- One&Only Wolgan Valley

## Fiji Family Value

Kids flights **up to 50% off**



\*Conditions apply

For more information visit [www.qhv.com.au](http://www.qhv.com.au)

**Virgin**  
australia

**Kids stay & fly**  
from **\$289\*** per child  
**Adults** from **\$1299\***  
per adult, based on 2 adults and 2 children sharing

**viva! holidays**  
viva life!

## EARN COMMISSION FROM THE HELLOWORLD APP!

- 1 Invite your customers to download the app
- 2 helloworld tracks bookings from your customers
- 3 Commission from those bookings go to you!



**Peaks & Perks Offer**  
Up to \$800 per couple in added value  
*Hurry - Ends 30 October*  
**LEARN MORE** ➔



**ROCKY MOUNTAINEER**



## Scenic India brochure

**TWO** new tours and extensions in India have been added to the 2016/17 India program produced by luxury travel company Scenic.

The new 14-day Southern India Discovery traces new ground for Scenic, through Bangalore, Mysore, Kabini and Nagharhole National Park, Coorg and Hassan.

It can be combined with the 13-day Colours of South India for a comprehensive 26-day itinerary.

Other new additions include a four-day Mumbai city stay and a four-day Ajanta and Ellora Caves Discovery, new hotels and Enrich experiences.

Early bookers can save up to \$2,900 per couple on select trips. More at [www.scenic.com.au](http://www.scenic.com.au).

## SA dishonesty charge

**ZELJKA** Loncar from collapsed Adelaide agency Zym Travel (**TD** 10 Aug) has been formally charged with "dishonest dealing with documents" at a hearing in the Port Adelaide Magistrates Court late last week.

Her lawyers have indicated she will plead not guilty, with Loncar remanded on bail until her next court date on 11 Dec.

## Qantas boosts int'l fares

**QANTAS** base international fares will increase by up to \$200 (**TD** breaking news Fri) as the carrier responds to "market conditions, demand and capacity".

Effective 29 Oct, QF will hike up its core tariff by between 1-4% for travel on flights operated under the joint Qantas/Emirates routes and to South Africa, Hawaii, South America, Hong Kong, China, the Philippines, Indonesia, Korea, Taiwan, Papua New Guinea

### SureSave security

**A NUMBER** of email addresses have been accessed by unauthorised parties following a security breach on SureSave's website.

The travel insurer has sent those affected an email advising them to exercise caution if they receive any unsolicited emails, particularly if they appear to be sent by SureSave and request personal information.

Since SureSave does not store identifiable credit card information, financial information was not accessed.

For more, call 1300 787 376.

and New Caledonia.

A Qantas spokesperson told **TD** that Tasman and North America mainland routes would avoid the price rise, while Japan appears to have also missed the increase.

Qantas' Economy class fares will rise between \$10 and \$40, while Business class prices will increase between \$20 and \$200, depending on route.

A return First class fare to London will jump \$120, QF said.

The QF spokesperson told **SMH** today's int'l fares are "incredibly good value", below pre-GFC levels and 30% less than a decade ago.


New fare levels will appear in the GDS from Fri 23 Oct.

To avoid increases, agents need to issue tickets by 28 Oct.

## FJ confirm Singapore


**THE** Fijian Government will hold a media event in Singapore later this week at which time Fiji Airways will confirm flagged new flights from Nadi to the Lion City.

The govt run airline is expected to launch the Singapore route by mid-next year (**TD** 21 Sep), using Airbus A330-300 aircraft.




FROM THE HEART OF EURASIA

DISCOVER KAZAKHSTAN  
AND CENTRAL ASIA



air astana



Reservations in Sydney: 02 8248 0060

## CRUISE CONSULTANTS, LOOK THIS WAY.

Un-capped commission earnings, health cover, growth opportunities, great team... and a nice balcony!

Why not join the Viking team today?

Send your resume and cover letter to  
[JobsAU@vikingcruises.com](mailto:JobsAU@vikingcruises.com)  
and we will be in touch.



### China Airlines (CI) Last-Minute Flight Deals



All Inclusive Fares ex-Sydney

One Way from **\$430**

Return from **\$719**

Departure Dates:

26 OCT – 06 NOV15

Sales end 31 OCT 2015



02-83399188 • 1300668052

<http://www.china-airlines.com/au/>



CHINA AIRLINES

The Leading Airline from Taiwan

## Take your Teens to Hawai'i

For a limited time pay 75% of adult fare for children 12-17 years old

Departures 11 Dec 2015- 17 Dec 2015. For full details see your GDS.



HAWAIIAN  
AIRLINES



Event Search



**American Music Awards**  
Los Angeles  
22 November  
*Add special experiences to your client itineraries 5% commission*  
worldeventsonline.com

# Travel Daily

First with the news

Monday 19th Oct 2015

**We help travel agents get the best deals in Croatia**




**1300 661 666** [www.greecemedtravel.com.au](http://www.greecemedtravel.com.au)

## Swagman launches India

**INDEPENDENT** touring wholesaler Swagman Tours has broadened its destination range, this week launching a maiden foray into India for 2016.

A 20-page guide is now being distributed to the trade offering 12 itineraries over different parts of India, Nepal and Bhutan.

Land itineraries are able to be coupled with special airfares provided by Singapore Airlines, with Air India also an option.

While the popular Golden Triangle features prominently, many 'off-the-beaten-track' ventures into Rajasthan, Mumbai, Cochin and more are available.

Local guides are employed to lead passengers, with departures available daily with a minimum uptake of two pax to operate.

Itineraries offer air connections in some cases, as well as first class sleepers on overnight trains and houseboating in the south.

Sitting down exclusively with **TD**

this morning, Swagman managing director Wayne Hamilton said offering a second major overseas destination alongside Africa had been in the pipeline for two years.

"We juggled between India and South America and we looked at both destinations on their merits. We felt India was a better fit for people who have already travelled to Africa."

Hamilton said the range was aimed at the same type of traveller who would go to Africa, but stressed that the wildlife in India was completely different.

"We've based our decision on history, culture, scenery and then wildlife. It's a fascinating destination that marries with Africa," Hamilton added.

"We haven't created India because of animals the same as in Africa. It's for everything that India offers."

More from Swagman Tours in tomorrow's issue of **Travel Daily**.

## New QH documents

**QANTAS** Holidays/Viva! Holidays has released new documentation compendiums, with agents attending last weekend's Global Achievers event in the Northern Territory the first to receive a set.

QH national sales manager Fiona Dalton said "version 2.0" of the folders have a fresh design which is smaller and more practical for travelling, while still providing room for documents, boarding passes, a passport or two, agent information and the QH 24/7 support card.

To roll out as soon as old stocks are depleted, the new folders still come gift boxed "to give you that special moment with your clients," Dalton said.

## DL adds Cuba route

**DELTA** Air Lines is planning to launch a new weekly service to Havana from Atlanta using Boeing 737-800s, commencing 02 Apr.



## Window Seat

**LONG-TERM** relationships are key in the travel industry, and that point was certainly brought home during last Saturday night's Qantas Holidays/Viva! Holidays Global Achievers evening in Darwin (**see page 1**).

QH national sales manager Fiona Dalton likened the devotion of the top performing agents present to not-so-casual sex, urging consultants to stick with Qantas Holidays/Viva! Holidays despite the attempts of competitors luring them to stray through short-term commission boosts or incentives.

"I know that you will agree that forging a long-term sustainable partnership with a reliable wholesale partner is a better decision than a one-night stand," she said.



## QUEST CHERMSIDE ON PLAYFIELD

**Opening on 26 October 2015**

Quest ChermSIDE on Playfield is Brisbane's newest premium accommodation provider, featuring 78 fully self-contained studio, one, and two bedroom apartments.

Visit [questchermSIDEonplayfield.com.au](http://questchermSIDEonplayfield.com.au) or search "QG" on the GDS

  
**QUEST**  
APARTMENT HOTELS



Monday 19th Oct 2015

## Indo AirAsia X SYD takes flight



**LOW-COST** carrier Indonesia AirAsia X (IAAX) commenced new five-weekly Sydney-Denpasar (Bali) services over the weekend.

Indonesia AirAsia X ceo Dendy Kurniawan was onboard the launch service, operated by a 377-seat Airbus A330-300 jet with 12 Business class seats up front.

"Our inaugural flight from Sydney to Bali this morning recorded an impressive load factor of over 80%. We are confident that demand on this new route will continue to be robust," Kurniawan said on Sat.

IAAX is the fourth airline servicing the Sydney-Bali route.



## AI 3rd daily to LHR

A **NEW** third daily service connecting Delhi with London Heathrow is being introduced by Air India for the winter season.

AI's seasonal LHR addition will commence from 01 Nov using Boeing 777-200LR aircraft.

The new westbound service (Flight AI161 departs DEL at 0650) reduces the wait time in Delhi for pax transiting ex Sydney and Melbourne enroute to London by around 4.5hrs.

## Badgerys Creek EIS

**THE** Aust Government today released the draft Environmental Impact Statement & Draft Airport Plan for Western Sydney Airport (WSA) for public exhibition - the second of 3 phases for the project.

The draft EIS provides details on Stage 1 development of a single runway facility in 2030 and a strategic assessment of the site as a dual runway facility by 2063.

Submissions are open to 18 Dec.

## Unfair dismissal case

**THE** Fair Work Commission has ruled in favour of Helloworld in a case where a former employee filed for unfair dismissal after she was not granted a request for flexible working arrangements.

Catarina Reale made an application to the Commission on 07 Jul 2015 in relation to the termination of her employment at Qantas Holidays/Viva! Holidays.

Reale had worked at Qantas Hols since 2000 and in Feb 2008 became Sales Executive NSW, taking maternity leave in 2011.

She had planned to return from leave in Jun 2015, at which point she had three small children and told the company she was not able to commit to full-time work.

Unfortunately a suitable part-time role was not able to be accommodated within the business and Reale resigned, with the Fair Work Commission ruling that Helloworld had "reasonable business grounds" for refusing the request for part time work.

# FlexiComm

## Transforming travel agents into superheroes



Sometimes it's not how big you are, but the tools you have at your disposal that makes the difference. FlexiComm gives you the power to fully customise your sell price to match your client... and beat the competition.

Find out more at [exciteholidays.com](http://exciteholidays.com)





## Munoz's ticker woes

**UNITED** Airlines' new chief exec Oscar Munoz is recovering from surgery having suffered a heart-attack late last week.

Munoz, who took the top job at UA in early Sep after former ceo Jeff Smisek stood down from the post last month following an internal investigation (**TD** 09 Sep), is 56 years old.

The Star Alliance carrier issued a statement saying the airline is "continuing to operate normally" and would assess if an interim leader would be necessary.

## PX meets the Fokkers

**KLM** Royal Dutch Airlines has formally transferred the first of seven Fokker 70 aircraft to Air Niugini, as part of a fleet renewal plan which will see KLM start to phase out the F70 from Dec 2015.

The Dutch flag carrier will replace the Fokkers with new Embraer aircraft, with two E190s to arrive later this year and 15 E175s also on order for KLM's Cityhopper short haul operation.

## 20% off Nanuku resort

**GUESTS** booking three or more consecutive nights at Nanuku Auberge Resort in Fiji for stays between now and 31 Mar will save 20% on all accom types.

The summer promotion is valid for bookings made up until 31 Dec, excluding blackout dates from 20 Dec to 04 Jan - more at [nanuku.aubergeresorts.com](http://nanuku.aubergeresorts.com).

## Lufthansa to San Jose

**FIVE** times weekly services between Frankfurt and San Jose, California will be launched by Lufthansa from 29 Apr.

The German airline will operate the route using Airbus A340-300s.

## Grace China drive

**RANDALL** Marketing has been tasked to develop a marketing strategy in China for The Grace Hotel in Sydney.

The move is the latest step in an expansion program initiated by Randall Marketing's new proprietor Greg Parkes, who negotiated the arrangement on behalf of RM Asia founder and director Randall Lui.

Grace Hotel gm Philip Pratley said having people on the ground in China would complement the property's established sales and marketing network.

## Sundowners in Kenya's Mara



## #APTtheBest winners

**APT** has named all the winners in its dual agency and consultant incentives run in Sep to celebrate the luxury travel company's triple win at the 2015 National Travel Industry Awards.

The agency winners which each won a \$1,500 marketing voucher are helloworld Camberwell, Flight Centre Birkdale, Spencer Travel Southside, Travel Associates Brice & Turner WA & Champagne Travel.

Agents with the most creative #APTtheBest photo snaps who won either a Europe or Mekong river cruise are Scarlett Trewaris, Flight Centre Watergardens; Jennifer Bishop, Your Travel & Cruise; Tegan McCarthy, We Know Travel Orange; Stacey Moffitt, RACQ Maroochydore and Brigitte Richards, Champagne Travel.

**ABOVE:** These Australian buyers experienced Kenya last week in the lead-up to the fifth annual Magical Kenya Travel Expo.

The pre-famil saw them explore Kenya's open plains and game reserves, giving them a first hand insight into the country's diverse product offering.

MKTE took place at the Leisure Lodge Resort in Diani Beach on Kenya's south coast, with about 150 local and international travel agents & tour operators present.

**Pictured** enjoying sundowners with the local Maasai are, from left: Ben Goschnick, This is Africa; Praful Albuquerque, African Wildlife Safaris; Allan Njorogr, Kenya Tourism Board; Himanshi Munshaw-Luhar, Beacon Holidays; Bart Druitt, GTI Tourism and Ryan Kendall from Adventure World.

**Creative** Holidays ✨ **Creative** Cruising ✨

**WIN 2 TICKETS**  
TO ANYWHERE ON THE SQ NETWORK\*

Simply book  
**EUROPE**  
**EARLYBIRDS**  
with SQ from **\$1596\***



Receive exclusive  
**\$100\***  
**LAND CREDIT**  
per person

\*Conditions apply

**WE MAKE TRAVEL SIMPLE**

**BOOK NOW >**

Earn great commission • Low \$100 deposit • 14 days final payment • Exceptional service  
• Product in over 130 countries • Dedicated cruise specialists • Best value for your clients

## Insiders captivated by Burma



**A GROUP** of nine agents have recently returned from a family to Burma following a thorough immersion in the country courtesy of Insider Journeys.

The 12-day itinerary included overnight stays on the boutique *Belmond Oracella* and *Belmond Road to Mandalay* as the agents cruised from Bagan to Mandalay, prior to an overland journey to Inle Lake and Yangon.

Some of the trip highlights included visiting a local school to learn about Myanmar's education system and an early morning cycle around Bagan to see local farmers working and Buddhist monks collecting Alms.

Participants were escorted by

Insider Journeys' own Debbie Evans and Liz Giannone.

**Pictured** on a balmy Burma evening aboard the *Belmont Road to Mandalay* vessel from left are Esther Lee, Escape Travel Lindfield; Karen Conlon, Belmond; Jane Konatar, helloworld Elizabeth; Thet, Belmond guide; Liza Noakes, Hyslop & James Travel Associates; Monique Dewhurst, Gannon & Turner Travel Associates; Natasha Leventeris, Cruiseabout West Lakes; Paul Egan, Egan & Turner Travel Associates; Debbie Evans, Insider Journeys; Pauline Haldane, Passport to the World; Liz Giannone, Insider Journeys & Briony Harris, Cruiseabout Hobart.

## New KL access pass

**MERIDIAN** Tourist Access has produced a new pass providing access to multiple attractions in and around Kuala Lumpur.

The KL PASS has other benefits such as skipping queues at tourist sites with Fast Track lanes and discounts/offers at restaurants and retail outlets.

Travellers can purchase either a one-, three- or six-day pass, with prices for adults and children.

A complimentary pocket-sized guidebook packed with info for users is also included.

It can be purchased online at [www.klpass.com](http://www.klpass.com) or at outlets in the city and KUL Int'l Airport.

## Houston to Huatulco

**UNITED** Airlines has sought regulatory approval to commence services to Huatulco in Mexico from Houston beginning 11 Jun.

The airline plans to operate the route using Airbus A319s/A320.

## Last Rites opening

**THE** Tasmanian Beer Trail has expanded following the official opening of the cellar door at the Last Rites Brewery in Cambridge.

About \$250,000 has been invested by the Tasmanian State Govt on implementing the state's first Beer Tourism Plan.

Monday 19th Oct 2015

## SQ, Scoot loads up

**SINGAPORE** Airlines has reported a 4.6 point year-on-year jump in load factors for the South West Pacific region during Sep, with loads up to 89.7%.

SQ's LCC offshoot Scoot saw its network-wide load factors rise to 83.5 points - up 4.8 points.

Systemwide passenger carriage fell 1%, broadly in line with a 1.1% reduction in capacity, lifting overall loads 0.1 pts to 80.8%.

## 2nd Bahrain airport

**THE** Kingdom of Bahrain has appointed a French firm as lead consultants on the development of a new airport on a manmade island to accommodate predicted growth in future decades.

While only in its initial stages, the project would complement Bahrain International Airport which is currently undergoing a \$1 billion facelift and expansion to include a new passenger terminal, 24 aerobridges and new arrival/departure lounges.

The BAH overhaul is expected to be completed in 2019.



## Albatross tours are not 'pyjama tours'!

Looking at our tour maps you will notice that there are NO one night stays on any of our tours, apart from possibly the first or last night. We avoid repetitive early starts and continuously rushing from hotel to hotel. Instead we design our tours to include leisurely 2, 3, 4 and even 5 night stays. Our longer stays ensure your clients have more time to relax and savour the superb places we visit.

**Discover the best way to explore Europe with Albatross Tours.**

### The Ireland Connection

Over \$1,400 extras included!



### Italy Lakes & Tuscany

Over \$1,600 extras included!



**Contact Albatross Tours on 1300 135 015 or visit [www.albatrosstours.com.au](http://www.albatrosstours.com.au)**

**Early bird sale now on!**

**ALBATROSS TOURS**  
Come share our love of Europe



## WIN WITH EUROSTAR



Everyday this week *Travel Daily* and Rail Europe GSAs are giving agents the chance to win a \$100 Coles Myer gift voucher.

Eurostar is currently celebrating their exclusive Earlybird offer with Rail Europe GSAs and they want you to join them by giving you the chance to win. Remember they can only be purchased through Rail Europe GSAs until 3rd November 2015. You can find out where to buy them [HERE](#).

To win, be the first agent to answer the below question correctly. Send your answer to [eurostar@traveldaily.com.au](mailto:eurostar@traveldaily.com.au)

What are the names of Rail Europe's four GSAs in Australia where you can exclusively purchase current Eurostar Earlybirds?



## Eurail pass offers

**INTERNATIONAL** Rail is offering a range of specials, including 20% discounts on Eurail Global and Select Passes in both First and Second class, along with a free day of travel on Eurail one country and regional Passes.

The Eurail Global Flexi Pass is available for as little as \$76pp for a 10 day pass over two months and Eurail Italy Pass prices start at \$56 per person.

The discounted rail passes are available for purchase from now until 31 Dec and valid for travel through until 31 Mar.

For more details, [CLICK HERE](#).

## Bargain 5-star stays

**HOTELS.COM'S** latest Hotel Price Index has named ten destinations where Aussie travellers paid the least for 5-star accom in the first half of 2015.

Warsaw took out the top spot, with an average cost of \$143 per night, followed by Brussels (\$191), Berlin (\$217), Bangkok (\$221) and Budapest (\$224).

Next in line was Delhi (\$229), Guangzhou (\$233), Lisbon (\$234), Mumbai (\$244) & Istanbul (\$245).

On the other end of the scale, Aussies paid the most for 5-star accom at Cancun (\$733), Paris (\$689), Los Angeles (\$650), New York (\$594) and Milan (\$575).

## Brand USA incentive

**AGENTS** have until Thu to complete the Portland specialist badge and Regional Expert Badge to go in the draw to win a Portland Tax-Free Shopping Spree at "Made Here in PDX" valued at US\$500 (**TD** 24 Sep).

For more info, or to complete the badges, [CLICK HERE](#).

## Solstice on Seven

**CHANNEL** Seven will showcase Celebrity Cruises' oceanliner *Celebrity Solstice* on Thu night on a special screening of Discovery Channel's *Mighty Cruise Ships*.

The episode goes to air at prime time (at 8:30pm), joining the ship during a luxurious 17-day cruise Down Under, going behind-the-scenes and on the ship's bridge.

## VTIC 2016 to Bendigo

**THE** Victoria Tourism Industry Council (VTIC) has chosen Bendigo to host the state's annual tourism industry conference in 2016.

Bendigo was chosen due to its rich cultural, artistic and historic tourism experiences and as it is a high-quality business tourism destination.

The conference will run 25-26 Jul at 2016 at the Ulumbarra Theatre & is expected to attract up to 400 delegates.

## Wavegarden planned for Perth



**PLANS** to convert Perth's Subiaco Oval into a urban surfing wave park have surfaced, expected to be a drawcard for interstate visitors.

The 'Subi Surf Park' proposal would see the stadium pulled down (after the new Perth Stadium launches) & transformed into a 300m long, 120m wide artificial "wavegarden".

Stencilled on other projects already developed by the Wave Park Group in Europe & another under construction in Austin (Texas), the \$120 million project would also include 220 apartments, an elevated public parkland, terraced homes, a wellness centre & other facilities.

If approved, Wavegarden could be activated by 2020.

## 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:

### Australia & New Zealand

Britz Campervans, maui Motorhomes, Mighty Campers

### New Zealand

Waitomo Glowworm Caves, The Legendary Black Water Rafting, Kiwi Experience

### USA

Britz USA, RoadBear RV

The successful candidate will be able to develop/increase our profile with trade partners, organise and attend agent famils, represent all brands at trade/consumer shows and events (including weekend work) and have strong presentation skills.

If you think you have what it takes, please submit your application via the following link:

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

Applications close Friday 30 October 2015.



Sell and issue **UNITED** for your chance to win a trip to **Miami** for the concert of the century!

[click here for details](#)





## Anna, Elsa & Olaf fly WestJet



### Online commute tool

**TRAVEL** Counsellors has released a new online tool which enables consultants to calculate "how much their daily work commute is impacting their lives".

The move aims to highlight the fact that a reduction in commuting is one of the significant reasons agents choose to join Travel Counsellors, "where they are able to work in the industry they love but avoid commuting by working from the comfort of their own home," according to Travel Counsellors md David Hughes.

He said the new tool "clearly demonstrates the amount of money and time you save by cutting commuting from your life".

See [cutthecommute.com.au](http://cutthecommute.com.au).

### Accor Plus AP ceo

**ACCORHOTELS** has appointed Dino Mezzatesta as the ceo of Accor Plus Asia Pacific - the hotel group's paid membership travel, dining and lifestyle program.

**CANADIAN** carrier WestJet has teamed up with Disney to create a new *Frozen*-themed aircraft.

The magic travels from the plane's tail where Anna and Elsa from the wildly popular animated movie celebrate "sisterhood and the magic of snow" to the main fuselage where Olaf dreams of going someplace warm.

The 737 (pictured above) is inspired by Walt Disney World in Orlando, Florida, but will operate across the WestJet network.

Inside, the cabin also features *Frozen* elements, while the aircraft's in-flight entertainment naturally includes a selection of on-demand Disney videos.

The painting took 21 days, with a time-lapse recording of the process online at [traveldaily.com.au/videos](http://traveldaily.com.au/videos).



### Career Opportunity on the Northern Beaches

If you are passionate about travel, we are looking for a dynamic, competent Senior Consultant/Manager to expand our team.

No weekends, no late nights, generous conditions.

Proficiency in Social Media would be an advantage.

Please send your CV to [gerd@landmarktravel.com.au](mailto:gerd@landmarktravel.com.au)

GET ON BOARD WITH  
OUR EUROSTAR  
EARLYBIRD FARES

Book now to secure  
great prices for travel  
until May 2016.



[www.railplus.com.au](http://www.railplus.com.au)

07 3181 9980

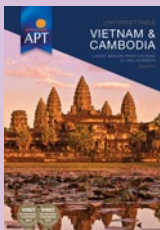
[www.citaccess.com](http://www.citaccess.com)

[www.railtickets.com.au](http://www.railtickets.com.au)



## 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](mailto:brochures@traveldaily.com.au).



### APT - Vietnam & Cambodia 2016/17

Details of the refurbishment of APT's luxury Mekong rivership, *RV AmaLotus* are in the new brochure. The ship will be ready to set sail on 01 Aug 2016 complete will 54 balcony suites and a new restaurant, 'Indochine by Luke Nguyen', offering private dining for 16 guests. Le Viet Nam Café will be added, along with a Lotus Spa and Wellness Centre. Sixteen new itineraries will make an appearance in the new brochure, with those 13 days or longer featuring the new addition of three nights in Siem Reap for 2016.



### Active - Europe 2016

The Active Europe 2016 brochure has a range of new destinations, including Macedonia, the Baltic States of Estonia, Latvia and Lithuania and England's Isle of Wight. New trips for 2016; cycle Macedonia and the Baltic States of Latvia, Estonia and Lithuania; walk the English Way to Santiago along the Camino; explore the Champagne region and Paris by bike & barge and cycle the Berlin Wall, the Prosecco region and along the Western Front line in the Somme region of France.



### Collette - USA & Canada 2016

Collette's 2016 USA & Canada ventures through Eastern Canada; exploring Montreal and Quebec City as well as Niagara Falls and Toronto to the California Coast; taking in the coastal cities of San Francisco and Santa Barbara and featuring Yosemite National Park. Highlights include the Spotlight range - single hotel stays in New York City, Washington D.C., and New Orleans - for those wanting a relaxing city stay with a tour manager and sightseeing included.



### CIT - Italy 2016

The CIT 2016 Italy program is packed with city packages, hotel, apartment and villa stays, escorted tours and food and wine tours. There are new and expanded Italian regions with more small group tours in central Abruzzo and Puglia in the south and self drive food & wine tours and day tours across Italy. Highlights include 15-night Rome & Splendours of Italy and Grand Tour of Italy & Sicily escorted tours and 4-day Tastes of Puglia, Best of Sicily and Malta.



### Hurtigruten - Norway Coastal 2016/17

This season Hurtigruten has added expedition style voyages, a la carte dining, and a number of excursions and private transfer options. Three coastal ships will have an onboard expedition team offering hikes in selected ports and daily lectures about flora and fauna, fishing traditions, polar & Viking history as well as geology, glaciology and climate. Nine of the coastal ships will also offer the option to upgrade from half or full-board to a more intimate dining area and an la carte menu with locally sourced ingredients like cod, scallops, crayfish, reindeer & cloudberries.



© Eurostar



# Global Achievers celebrate in Darwin

**QANTAS** Holidays/Viva! Holidays hosted the 22nd annual Global Achievers gala dinner last weekend, with the event for the first time taking place in Darwin. Attendees enthusiastically embraced the 1940's-themed event, which featured authentic memorabilia from the Qantas Heritage collection.

Entertainment included a fabulous swing band and dancers, the "Rat Pack" singers and more, with participants also enjoying the hospitality of the Northern Territory on a series of pre and post famils.

The ceremony also included the inaugural Cruise Achievers awards, with 20 top consultants from across the country recognised, along with 25 "500 club" members who have sold over \$500,000 each of Qantas Holidays/Viva! Holidays land content and the top sellers in each state and territory.

These pictures were taken during the night; for lots more see our website and [facebook.com/traveldaily](https://www.facebook.com/traveldaily).



**ABOVE:** A host of senior Helloworld executives were at the event including marketing chief Kim Portrate, pictured with the evening's host, TV star Hugh Sheridan and Qantas Holidays National Sales Manager, Fiona Dalton.

Helloworld Wholesale chief Peter Egglestone was away on holidays for the event, but appeared in a video message welcoming attendees.



**ABOVE:** David Padman, head of Helloworld Associate Networks with Ingrid Kocijan from Rail Europe, who announced the eight lucky door prize winners of a fabulous European "Rail & Sail" fam in partnership with MSC Cruises.



**PICTURED** above from left are the big winners: Kerri Page, helloworld Buderim Qld (the top cruise achiever); Kirsten Simpson, helloworld Echuca Vic; Gaynor Vantsant, Travel Focus International WA; Hugh Sheridan; Angela Kaluzyn from Skilled Travel NSW; Qantas Holidays/Viva! Holidays national sales manager Fiona Dalton; Jenny Cooper, Queanbeyan City Travel & Cruise and Jill Johansen from helloworld Mackay, Qld. Other top achievers not present included Sarah Phillis from Platinum Escape, SA; and Baden Brown from helloworld Launceston, Tas.



**ABOVE:** Travellers Choice ceo Christian Hunter with Steve Limbrick from Qantas who was sporting an authentic 1940s QF crew tie.

**BELOW:** Zaia Bazi from Jetaround Holidays joined the Rat Pack in a rendition of the Frank Sinatra classic "My Way".



**DELEGATES** enjoyed some pre-dinner drinks on the stunning waterside lawn at SKYCITY Darwin.





# WIN WITH TRAVELMARVEL

Escorted Great Rail Journeys through Europe have arrived at Travelmarvel in 2016 and to celebrate, *Travel Daily* is offering readers the chance to discover the romance of rail. Every day we'll showcase the many highlights and destinations available on Travelmarvel's Great Rail Journeys.

The person with the most correct answers, and who wows us with the most creative answer to the final question, will win a 9 day Edinburgh, the Highland and Islands tour for two, departing June or September 2016. Send your answers to [mail@traveldaily.com.au](mailto:mail@traveldaily.com.au)



Terms & conditions



Q12. On the 12 day Glacier Express & St Moritz tour, where does the Glacier Express train journey end?

Hint: see p24-25 of Travelmarvel's 2016 Great Rail Journeys brochure



## Tas Access 2020 plan

**THE** Tasmanian Government has detailed its first comprehensive access strategy, *Access 2020*.

The strategy aims to increase air capacity by 140,000 new seats each year, lift the number of day sailings on the *Spirit of Tasmania*, open up new interstate and overseas markets for producers and boost cruise ship visitation.

*Access 2020* will help the govt achieve its goal of attracting 1.5 million visitors to Tasmania every year by 2020 & growing the value of the state's agriculture sector tenfold to \$10 billion by 2050.

## Syd hotel rates jump

**AVERAGE** daily rates at hotels in Sydney spiked 6.3% year-on-year to \$194.98 during Sep, preliminary data from STR Global released today show.

Occupancy last month was at a record by STR Global's records, at 86.1% across the city, up 3.8%.

## Rodeo Drive upgrade

**THE** Luxe Rodeo Drive Hotel will open its guest-only Residence Club lounge on 01 Jan.

The hotel's restaurant and lobby will be transformed into the Residence Club lounge which will offer a tasting room and bar.

## Delta-Aerolíneas pact

**DELTA** Air Lines and Aerolíneas Argentinas have announced a codeshare agreement to be rolled out by Mar 2016.

Delta customers will have access to flights from Buenos Aires' Ministro Pistarini Int'l Airport to Montevideo, Uruguay and to Mendoza and Cordoba.

Aerolíneas Argentinas will codeshare on Delta flights to 14 destinations in the US: Boston, Chicago, Dallas, Denver, Houston, Las Vegas, Los Angeles, New Orleans, Orlando, San Francisco, Seattle, Washington-Reagan and Washington-Dulles.

## SkiJapan special

**SKIJAPAN** is offering seven-nights, daily breakfast and Ski Lift Passes at La Neige Higashi-Kan Hotel for \$2,038pp from 06 Mar. See [www.skijapan.com](http://www.skijapan.com).

## Globus celebrate Asia success



**THE** Globus family of brands general sales agents headed to Vietnam earlier this month for a conference to celebrate Globus' success in Asia.

Reps from across Asia joined the Globus Australasia management team in Ho Chi Minh City for the conference, which took place at the Park Hyatt Saigon.

Delegates enjoyed a team-building challenge in which groups explored the city.

An awards night was held at the rooftop Chill Skybar, where South Korean representative Be My Guest was named Globus GSA of the Year.

Globus family of brands managing director Australasia Stewart Williams said the company was now represented in a dozen countries across Asia as well as South Africa.

"These countries will play an increasingly important part in the future success of the Globus brands, so we're keen to reward the excellent performance our representatives have shown in

recent years," Williams said.

**Pictured** above in the bottom row: Simon Wong; Huynh Nam Chien; Li Tu; Sharrone Huang; Ray Smith; Marilen Yaptangco; Leng Lan Teoh; Theresa Gow; Helen Lim and Chong Beng Tan.

In the second row: Keith Gow; Nuntipak Dechantes; Tanya Pirapokin and Maya Kang.

In the third row: Crystal Tsao; Keller Ang; Fiona Sainsbury; Melania Sugeng; Renee Siu; Joanne Kim and Daphene Leong.

In the top row: Manabu Suzuki; Wally Cervantes; Stewart Williams and Andy Barker.

## NSW Hockey events

**DOMESTIC** and int'l hockey events will be held in Sydney and Regional NSW between 2016-2020, following a partnership between the NSW Government and Hockey Australia.

The agreement will deliver 32 events, estimated to contribute over \$30 million in expenditure to the NSW visitor economy.

*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](http://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)

*Travel Daily* is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of *Travel Daily* no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

Publisher/Managing Editor: Bruce Piper

Editor: Guy Dundas

Editorial email: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

Contributors: Matt Lennon, Jasmine O'Donoghue, Jenny Piper, Sarah Piper

Advertising and Marketing: Sean Harrigan and Lisa Martin - [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

Business Manager: Jenny Piper - [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

Part of the Travel Daily group of publications.

Travel Daily CRUISE WEEKLY

travelBulletin

business events news

Pharmacy DAILY

Travel Daily TV





[www.aaappointments.com.au](http://www.aaappointments.com.au)



**Want your career search handled confidentially? Call the experts!**

**PREFER THE FINER THINGS IN LIFE?**

**LEISURE TRAVEL SUPERVISOR**

**MELBOURNE – SALARY PACKAGE TO \$75K (DOE) + INC.**

This luxury travel company is seeking a competent leisure travel supervisor with a proven track record managing a team of senior leisure consultants. Working with this professional team, you will be responsible for developing & driving the team to achieve results & maintain service levels, whilst remaining hands on consulting by appt only. Experience in a luxury high end leisure travel environment is essential, together with solid management skills.

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

**HUMAN RESOURCES MANAGER**

**SYDNEY – SALARY PACKAGE UP TO \$110K**

Rare opportunity to join one of the best travel companies in Australia. As a Hr business partner, you will enjoy liaising with the management team, working on key projects, including employee engagement, as well as managing the day to day HR operations including compliance, processes, people management. Essentially you will have a minimum 5 years human resource experience, with formal qualifications preferable. Mat leave position with view to extend.

**GROW THE BUSINESS!**

**BUSINESS DEVELOPMENT EXECUTIVE**

**BRISBANE/GOLD COAST – \$60K ++**

Are you an experienced sales executive ready to take that next step? With a focus on MICE you will manage sales activities through building & developing relationships, sourcing for new business opportunities, negotiating contracts to ultimately convert into sales. Some interstate travel will be required. Previous experience as a successful BDE or BDM in hospitality essential, negotiation, presentation skills and proven ability to reach sales targets.

**ARE YOU A PR GURU?**

**PUBLIC RELATIONS MANAGER**

**SYDNEY – SALARY PACKAGE \$87K**

Know how to handle the media? Expert in managing communications across multiple travel brands? This is your chance to use your creativity, your network connections and your proven track record in PR, to represent an array of premium travel products. To succeed in this highly sought after role, you will come be a dynamic, results driven Public relations guru with extensive industry experience. Don't delay as this role won't last long!

**SUCCESS IS GUARANTEED!**

**MICE BUSINESS DEVELOPMENT MANAGER**

**SYDNEY - SALARY PACKAGE DOE**

Are you well networked in MICE contacts? Due to growth in their MICE business, this award winning TMC is keen to continue to grow their presence in this space. Here is your chance to use your established MICE network and relationship building skills and represent a company who really values their sales team. As part of their business development team, you will be rewarded with high end incentives and additional bonuses!

**ARE YOU A MASTER OF REPORTING?**

**SENIOR CUSTOMER ACCOUNTING / REPORTING MANAGER**

**MELBOURNE – SALARY PACKAGE NEGOTIABLE**

Join the leaders in online travel. As the Senior Customer Accounting 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.

**NEED A NEW CHALLENGE?**

**BUSINESS SOLUTIONS MANAGER**

**BRISBANE – OTE \$75K +**

A great opportunity exists to join this market leader in providing 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!

**FARM AND NURTURE IN YOUR NATURE?**

**CORPORATE TRAVEL RELATIONSHIP MANAGER**

**SYDNEY – FROM \$90K+ DOE**

Are you the master in keeping relationships? We are looking for a strong Account Manager with 5 years' experience to join a market leader. You will be a polished and professional individual who knows how to deliver outstanding account management services for large market clients, building rapport and analyzing data to effectively manage their business. Strong communication and negotiation skills are essential. Take your career to the next step!

**AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM**

[executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

**NSW & ACT - 02 9231 2825**

**VIC, WA, SA & TAS - 03 9670 2577**

**QLD & NT - 07 3229 9600**

**FOR ALL THE BEST EXECUTIVE VACANCIES VISIT OUR WEBSITE [www.aaappointments.com.au](http://www.aaappointments.com.au)**



Emirates  
*One&Only*  
WOLGAN VALLEY  
*Australia*



## Valley Renewal

Escape for two nights and enjoy an indulgent stay in a Heritage Villa with your own private pool, daily gourmet meals with a selection of beverages and a range of activities.

*From \$820 per person nightly twin-share.*

FOR RESERVATIONS, PLEASE CALL +61 2 9308 0512, EMAIL [PARTNERS@ONEANDONLYWOLGANVALLEY.COM](mailto:PARTNERS@ONEANDONLYWOLGANVALLEY.COM),  
VISIT [ONEANDONLYWOLGANVALLEY.COM](http://ONEANDONLYWOLGANVALLEY.COM) OR CONTACT YOUR PREFERRED TRAVEL PROFESSIONAL.

Terms and conditions: Offer is subject to availability and applicable for new bookings only. Valid for travel 16 September - 19 December 2015. Black-out dates may apply. Minimum 2-night stay applies. Rates are valid on a twin-share basis in a Heritage Villa including breakfast, lunch and dinner daily including a selection of non-alcoholic beverages, a select range of local wines and beer with meals and two-nature based activities per day. Rates listed is valid Sunday-Thursday inclusive. Rates for Friday-Saturday commence from \$870 per person per night twin-share for a two-night stay. Emirates One&Only Wolgan Valley reserves the right to withdraw the offer at any time. Rates are subject to change without notice. Further terms and conditions may apply.