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Wednesday 21st Oct 2015

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TRAVEL AGENT AFFILIATE PROGRAM

Etihad teams up with Coles

ETIHAD Airways this morning announced a "world first loyalty partnership" with the FlyBuys loyalty program operated by Coles (**TD** breaking news).

Under the new arrangement flybuys members will be able to collect points when booking EY flights, as well as enjoying "exclusive access to airfare deals".

Flybuys members who link their Etihad Guest membership to their flybuys account will also

earn Etihad Guest Tier Miles when they spend at any Coles Supermarket, Coles Express, Coles Online, Liquorland and First Choice Liquor stores nationwide.

Tier Miles count towards elite Etihad Guest status, with top level members receiving benefits such as priority check-in and airport lounge access when flying with EY and its partner carriers.

Flybuys members will be able to convert their flybuys points to Etihad Guest miles, giving them access to flight rewards and upgrades.

Members will earn one Etihad Guest Tier Mile - up to 2,500 per month - for every A\$ spent at any Coles supermarket and selected partners, and at the same time collect flybuys points.

Costsaver highlights

TRAFALGAR is today showcasing its new Costsaver branding, which offers "value tours without compromise".

Trips and live consumer reviews highlighting the company's 96% positive rating can be seen at costsaver.trafalgar.com - for more details see the **cover page**.

Hawaiian recruiting

HAWAIIAN Airlines is advertising a host of jobs in Australia today, as part of the launch of its new local office (**TD** 15 Oct) - see the **last page**.

Today's issue of TD

Travel Daily today has ten pages of news and photos, including a front cover page for **Costsaver**, plus full pages from:

- AA Appointments jobs
- Travel Trade Recruitment
- Club Med
- Hawaiian Airlines

Bonus VA commission

VIRGIN Australia is enticing agents to help fill its aircraft on flights between Sydney and Abu Dhabi, with the lure of 10% commission over select dates.

The promotion is valid across all booking classes on VA metal (Economy, Premium Economy & Business) on flights VA29/30.

It is also available on any connecting 'VA' marketed services beyond Abu Dhabi operated by alliance partner Etihad Airways.

The increased commission is based on tickets issued between 14 Oct and 14 Dec, based on travel between 24 Nov-14 Dec.

The offer is tied back to the delay of Virgin Australia's new Business class seats, which has seen the airline revise its SYD-AUH schedules. to accommodate changes due to the certification process for the cabin product being manufactured by B/E Aerospace.

The revision means VA will operate an additional 18 services on the SYD-AUH-SYD route over the bonus commission travel period, with the 10% payout valid for Australia & NZ point of sale on all retail, tactical and TMC fares.

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Club Med savings

CLUB Med is offering up to \$870 per person off under a "best available price" deal which is available until 25 Nov.

For more details see **page thirteen** of today's *Travel Daily*.

QF Cunard winners

QANTAS has announced that the winners of its Cunard Incentive (**TD 08 Sep**) are Emily Chen from Jetsafe Travel, Lisa Evans of Flight Centre Stocklands, and Sharn Park from The Travel Authority, with two further agents also to be named shortly.

The incentive offered agents the opportunity to be aboard the 250th Atlantic crossing aboard *Queen Mary 2* between New York and Southampton.

Scoot to Guangzhou

SINGAPORE Airlines' low-cost offshoot Scoot has announced the launch of flights between Singapore and Guangzhou.

Utilising Boeing 787 aircraft, the new route will operate daily from 16 Jan 2016, while at the same time Tigerair Singapore will halve flights from two to one per day.

Tiger Navitaire upgrade

TIGERAIR Australia announced a suite of product enhancements for the budget carrier today, including the implementation of an updated reservation system.

CEO Rob Sharp confirmed the move to a more advanced version of Navitaire to *Travel Daily* at TT's head office in Melbourne.

Sharp referred to the switch last weekend as a "major event" for the Australian no-frills airline.

He explained the older version of Navitaire was linked back to Tigerair Holdings in Singapore - which previously operated the Aussie-based LCC before entering a joint venture with Virgin Australia in Jul 2013 - was tailored more to the short-haul market.

"It was holding Tigerair Australia back," Sharp told *Travel Daily*.

Sharp said Tigerair had assessed other platforms including Sabre - as used by parent company Virgin Australia - but stuck with the now Amadeus-owned platform as it was "ideal" for low-cost carriers.

"The upgraded version is proven & opens up new opportunities for Tigerair Australia," he said.

"This is a technologically

advanced platform giving a big step change for our customers.

"Essentially it's about making bookings easier & the experience of liaising with Tigerair easier.

"The upgraded system has enabled us to announce today a number of new products which include a new look website and mobile applications, improved web check performance and experience & a new call centre."

Sharp said TT is now the only Australian carrier providing a fully integrated booking experience across all platforms - desktop, mobile phone and tablet

"Not only does it provide functionality today, this is also going to give us a springboard for new innovations," the CEO added.

MEANWHILE, Sharp admitted paying travel agent commission was not on the agenda for TT.

"We aren't going down the path of GDS and paying commissions," he told *TD*, saying keeping costs low for the consumer was a key focus for Tigerair being able to be the "lowest cost operator."

More from Tigerair on **page 4** and in tomorrow's *Travel Daily*.

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NDC 'enabler to success' for agents

TRAVEL agents across the globe believe they should "share in the additional revenue they will help airlines earn" through the introduction of IATA's New Distribution Capability (NDC).

That's one of the key findings from a global study of travel agent opinions about the NDC conducted in partnership with the World Travel Agents Associations Alliance (**TD** 20 Apr 2015).

"Airlines that decide not to compensate agencies for NDC-enabled transactions owe agencies clear, rational and intelligent explanations for those decisions...the one thing airlines can't do is ignore this topic," the report concludes.

The study also recommends the creation of compelling content and materials to explain NDC, with respondents showing a "vacuum of knowledge" about the system which aims to modernise distribution and help

agents improve their productivity in selling airline services.

Initial training and support are also seen as key for the NDC project, with an awareness of the needs of travel agencies a key contributor to the program's adoption and success.

AFTA ceo Jayson Westbury said the report provides a critical input to the global discussion about NDC, its potential and "what really needs to happen from the travel agency perspective."

"IATA, the airlines, GDS and other technology providers have been having a debate about NDC for the past three or more years".

He said there is no question that travel agents need a level playing field to access airline ancillary products, "and if NDC is truly the enabler to this then the global travel agency community has now expressed its views on what they feel needs to happen".

See the full report at afta.com.au.

Vale John Rooke

THE travel industry is mourning the death earlier this week of John Rooke, owner of Victorian travel agency Trans Otway Travel which is a member of the Magellan Travel Group.

"John led by example, had a great sense of humour, was highly respected and left a legacy of inspiration and determination," according to a tribute from his staff and management.

Sunshine Coast party

SUNSHINE coast travel industry staff are being invited to get together for a Christmas celebration to be held in Mooloolaba on Wed 18 Nov.

Now in its second year, the event is simply an opportunity to "let your hair down with other travel industry professionals" courtesy of Chimu Adventures, Gow-Gates, Encompass Africa and Getabout Asia.

For more info **CLICK HERE**.



Window Seat

THE dead will rise in the Zombie Graveyard at Sydney's Centennial Parklands later this month, which will see the precinct enthusiastically adopt the US custom of Halloween.

Children (and enthusiastic parents) are invited to dress up in their favourite costume and trick-or-treat their way through five spooky activity stations at the Swamp Monsters event.

Children will follow a trail map and navigate through a wicked spider web, retrieve frogs from a cauldron of slimy witches brew, shoot down zombies using Nerf guns and be spooked by swamp monsters.

There will also be an area for little ones that are "too cute to spook", and to top it off, parents can take a well-deserved 'coffin break' from on-site food vans.



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Fares above depart from Perth. On sale until 4th November 2015. For travel from the 1st March to 23rd March 2016 and the 28th September to 31st October 2016. Other Edinburgh sale fares are available for other travel dates



Faith Liddell,
Expert on
Edinburgh's
Festivals

Wednesday 21st Oct 2015

New Tigerair Australia threads



AMONG the raft of Tigerair enhancements announced today in Melbourne at the carrier's HQ was a preview of new uniforms that will be rolled out network-wide at the end of the month.

CEO Rob Sharb (**pictured centre**) said Tigerair has leveraged the new uniform design from Tigerair Holdings in Singapore, but tailored the local product to suit Australian conditions.

"It is a better reflection of the brand. People are our greatest asset and they need to have something that makes them feel good to be able to give great service with a smile," Sharp said.

The uniforms will be worn by pilots, cabin crew and for the first time ground crew, "which will create a unified brand and make it easier for people to recognise the Tigerair staff," he added.



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TripAdvisor: “engage more”

AUSTRALIAN accommodation providers have plenty of room to improve on engagement with guests, with a TripAdvisor exec saying the benefits of listening & responding to questions online has the ability to influence future bookings for the respondent.

In Sydney this week & speaking exclusively with **Travel Daily**, TripAdvisor senior director APAC Grant Colquhoun said building a rapport with guests through feedback was a key element that the majority of accom dwellings are not capitalising on.

Colquhoun said in Australia, just 12% of TripAdvisor listed hotels, B&Bs, speciality lodging & accommodation places respond to user reviews, a performance he said is “pretty low”.

The response rate “sits Australia in the middle” of global markets in terms of customer engagement. “If you want somebody to come

back to your destination, come back to your hotel, back to your restaurant, you really need to engage a lot more and make the user feel good," Colquhuon said.

He told **Travel Daily**, past guests want to say "Wow, that was such a great experience. I want to go back", rather than a one-off visit.

It's not the first time TripAdvisor has urged accom providers to interact more with consumers, with the company reiterating the message at events such as Maximum Occupancy, Travel Tech and other global travel shows.

"One of my key messages to any activity operator, restaurant, tour or hotelier is to embrace feedback.

"Feedback is really, really important. You need to embrace it, learn from it, acknowledge it and improve where you need to improve," Colquhuon said.

More from TripAdvisor on **pg 5**.

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*Terms and conditions apply. Fare levels displayed include return Economy Class airfares valid for departures from Melbourne for travel from 22 JAN 16 to 30 SEP 16. Fuel and applicable taxes per person correct as at 09 SEP 15. Valid for sale until 31 OCT 15. Fare levels may vary due to currency fluctuations and are subject to availability, flight restrictions and booking confirmation. Blackout periods apply. Nil minimum stay; maximum stay is 12 months. Stopovers permitted in Abu Dhabi at guest's own expense. Other fares available for travel to other destinations on our global network and for travel at other times. Change fees and cancellation penalties apply.

Swiss keen on Aus

NEW TripAdvisor data indicates citizens from Switzerland have shown the largest increased interest in long-haul travel to Australia of all foreign markets.

According to the 2015 Inbound Travel Trend Report, there has been a 17% year-on-year jump in the number of searches for Australian destinations by the Swiss for the 12 months to Sep.

Other top inbound growth markets to have shown interest in our shores include Thailand, Taiwan, Turkey & the Philippines.

TripAdvisor senior director APAC Grant Colquhoun told **Travel Daily** the "surprising" big jump out of the Swiss market was likely driven by the strength of the Swiss Franc "which has not been as largely affected by currency fluctuations that have affected other markets."

Similarly, a spike in growth out of an "emerging market" in Turkey surprised the TripAdvisor exec, while Colquhoun cited low-cost carrier Cebu Pacific's flights to Sydney as a likely catalyst for growth out of the Philippines.

The figures in the report do not necessarily equate to bookings, Colquhoun emphasised, as the results are based on aspirational travel searches.

Cruise awards open

CRUISE Lines International Association has opened nominations for the 15th annual Australasian Cruise Industry Awards, with entries being accepted in the Agent Promotion of the Year for Australia & NZ, as well as the Network Promotion of the Year Australasia.

See www.cruising.org.au, with more information in tomorrow's issue of **Cruise Weekly**.

Hainan to fly Beijing-Manchester

HAINAN Airlines has flagged the launch of non-stop flights between Beijing and Manchester, with the new route expected to debut on 10 Jun 16.

GDS screens indicate the flights have been loaded, with reservations now open for the A330-200 service which will operate four times per week.

Powerful hotel deal

VISITORS to London will be able to stay in the Battersea Power Station, under a plan to see the iconic property relaunch under the art'otel brand in 2019.

The project will include a Foster + Partners designed building set around the historic power station, comprising about 160 bedrooms in a "luxury lifestyle hotel".

The art-focused property will include a public gallery with a rotating calendar of exhibitions and a roof garden designed by the New York High Line team.

Alaska on show in Sydney



AROUND 100 of Sydney's travel trade braved menacing skies over the CBD last night to participate in the State of Alaska roadshow for 2015 which was hosted at the Ivy Sunroom.

A delegation of suppliers and representatives were on hand - some of whom are **pictured above** - to share their knowledge of America's 49th state, renowned for fishing, cruising, land and rail touring and the Denali National Park.

Brands on show included Collette, Adventure World and APT, while the overseas delegation included Explore Fairbanks, Visit Anchorage, State of Alaska, Alaska Holidays, Premiere Alaska Tours, Northern Alaska Tour Company, Alaska Railroad and Ciri Alaska.

After an initial period of networking, agents were hustled to an adjacent dining room for

a series of short presentations from suppliers, interspersed with dinner.

A number of lucky door prizes including merchandise was given away to lucky agents in attendance.

AS Seattle lounge

ALASKA Airlines has announced a second "Board Room" lounge, which will debut in the North Satellite Terminal at Sea-Tac International Airport in Seattle.

AS is also in the process of expanding its reciprocal lounge arrangements, with Board Room members now able to use all American Airlines Admirals Club locations worldwide.

From 01 Dec Alaska and United Airlines will expand their partnership, giving AS members access to United Clubs in Phoenix, Philadelphia and Minneapolis.

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Novotel recruits pro surfer



PRO surfer and Novotel's new wellness ambassador, Sally Fitzgibbons cooked up a storm at Darling Harbour's Novotel this morning.

With a little help from Novotel Sydney on Darling Harbour's Sous Chef Stefan Brademann (**pictured**), Sally gave guests a taste for the revamped 'Healthy Choices' menu, to be launched at Novotel hotels around the country.

Novotel is giving its In Balance health and wellness product a nudge and has signed on Sally for the next two years.

Guest will have access to a Sally Fitzgibbons in-room fitness channel, healthy travel tips and a reworked 'Healthy Choices' menu.

"We don't have standard hotel food where you can't get a healthy option," Carly Dolphin, midscale brand manager

AccorHotels told **TD** this morning.

"We give you the healthy options and now with Sally's workout video, you don't need to go to a gym if that's not your style."

It's not just the time-strapped business traveller that Novotel is targeting with their health and wellness push.

"Everyone can benefit from being fit and eating right so families, corporate, individual travellers and groups. It suits everybody and kids love jumping around the hotel room following Sally," Dolphin said.

Airnorth inaugural

REGIONAL airline Airnorth has added a thrice-weekly Darwin-Alice Springs hopping service, which will stop twice at Katherine and Tennant Creek en-route.

LUX global expansion

LUX Resorts & Hotels will open four new properties by 2017 and will refurb LUX South Ari Atoll, Maldives.

The 30-room LUX Tea Horse Road, Yunnan, China, will open in Dec, offering views of the snow-capped peaks of Baima Snow Mountains.

An exo-resort LUX Sud Sauvage, Reunion Island and LUX North Malé Atoll, Maldives are both due in the second half of 2016 and the 191-room LUX Al Zorah, U.A.E., will open late 2016.

In Dec, LUX South Ari Atoll will launch phase one of a refurb and will open Signature Water villas, each with a private pool.

QF behind the scenes

QANTAS Agency Partnerships is inviting consultants to a behind-the-scenes tour of the carrier's Mascot head office campus.

For more info or to register for the 29 Oct events **CLICK HERE**.

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Wu Air China upgrade

WENDY Wu Tours is offering upgrades to Business class on outbound flights for \$395pp for 36 group tours departing SYD between 05 Jun-25 Sep, 2016.

An upgrade on the return int'l airfare is available from \$695pp, but both must be purchased between 19-30 Oct - for more see www.wendywutours.com.au.

GlobalCARS earybirds

GLOBALCARS is offering self-drive travellers up to 15 days free and reduced rates on pick-ups and drop-offs in Europe on a range of new Citroen vehicles.

Minimum lease period is 21 days and the free days are then added - for info call 1300 789 992.



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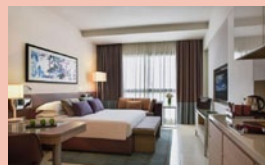
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Accommodation Updates

WELCOME to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to accomupdates@traveldaily.com.au.



The new **Capital Centre Arjaan by Rotana** in Abu Dhabi will formally open on 01 Nov 2015, with 259 modern fully furnished studios and suites. The property, located in the heart of the UAE capital's business district, also boasts five meeting rooms, two food and beverage outlets and a Bodylines Fitness & Wellness Club, with both daily and long-term rates available.



A major renovation project at the **JW Marriott Las Vegas Resort & Spa** has just been completed, and in celebration a US\$50 resort credit is on offer for stays up to 22 Nov, booked by the end of this month. Described as a "private desert retreat" the property is located in Summerlin, an upscale golf and shopping community a few minutes from the Las Vegas Strip.



The **Peninsula Chicago** has introduced the brand's "advanced guest room technology" to the USA, as part of a comprehensive guest room redesign. The hotel also now offers 24-hour check-in for web bookings as well as a new "Keys to the City" service, providing guests with special access to Chicago's best destination offerings.

EK pilot recruitment

EMIRATES will host a Pilot Recruitment Open Day on 06-07 Nov at Pullman Melbourne on the Park, offering the opportunity for prospective aviators to "explore their dream job and learn about living in cosmopolitan Dubai".

The carrier wants to recruit "qualified local residents to join its team of 4,100 current flight deck crew members".

See emirates.com/careers.

SN 2016 seasonals

BRUSSELS Airlines will introduce three new seasonal destinations in the Northern Summer 2016 scheduling period, with flights from Brussels to Belfast City, Irakleion and Jerez de la Frontera.

Luxperience success

THE organisers of the 2015 Luxperience show have released a post-event survey, which shows respondents expect to generate almost \$100 million worth of business from the meetings conducted there.

90% of those polled are intending to participate in Luxperience 2016, with 95% set to recommend involvement to their colleagues.

85% of buyers viewed Luxperience as the place to keep up-to-date, while 96% of those who participated in famils said they will recommend the products to their clients.

Next year's Luxperience is scheduled for 18-21 Sep 2016, again at Sydney's Australian Technology Park.

Vanuatu quake

THERE have been no reports of damage or a tsunami in Vanuatu, after a 7.3 magnitude undersea earthquake hit about 80km north of the island nation earlier today.

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AOT Group Mega Famil



THE AOT Mega Famil is underway, including 35 agents from across Australia who are travelling around New Zealand on a 12-day journey which kicked off on 12 Oct.

The famil started in Christchurch and covers the length and breadth of New Zealand's South and North islands.

The mega famil takes place every two years, with this year's itinerary focusing on promoting

some of New Zealand's diverse regional destinations such as Christchurch, Wanaka, Wellington, Marlborough, and Hobbiton alongside the Auckland and Rotorua tourism hubs.

The event includes the ATS Pacific and AOT NZ respective top wholesale partners in key offshore markets and targets consultants, sales staff & Product coordinators from AOT's major wholesale partners globally.

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WIN WITH EUROSTAR



Every day 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. Ensure your clients choose the best class for their travel style. Eurostar offers three classes with each offering different features & benefits.

To win, be the first agent to answer the below question correctly. Send your answer to eurostar@traveldaily.com.au

What are the names of the three classes of service on Eurostar?



Accor naming rights

ACCORHOTELS has signed a decade-long naming rights agreement for the Bercy Arena in Paris, one of the world's five largest arenas.

To be named the AccorHotels Arena when it reopens this month after an 18-month upgrade, the deal will also see preferential offers for events hosted at the venue for the 23 million global members of the Le Club AccorHotels loyalty scheme.

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Silversea unveils Muse

SILVERSEA Cruises' Conrad Combrink has made a fleeting visit to Australia this week to reveal details of the cruise line's new *Silver Muse* which will debut in the first half of 2017.

The vessel embodies Silversea's commitment to the ultra-luxury sector with a maximum capacity of 596 guests in 298 "sumptuously appointed suites" including 34 Silver Suites and new two-bedroom configurations.

More in tomorrow's *Cruise Weekly* and at silvermuse.info.

CWT AnalytIQs

CARLSON Wagonlit Travel today formally launched a new business intelligence tool delivering "near real-time data and instant benchmarking".

Dubbed AnalytIQs, the system gives travel managers access to a range of tailored data sources so they can instantly track expense, credit card, supplier and traveller profile data, along with unused tickets and even off-channel bookings made by staff.

"Our goal is to take our clients from a world of facts, figures and reports to a world of connections, insights and possibilities," said CWT ceo Doug Anderson.

"Our aim is to not only change how we deliver travel data, but change the industry for good".

Full Time Bookkeeper

Spencer Travel is looking for a Full Time Bookkeeper to join the Account's Team in Surry Hills NSW office.

This new role will effectively manage all accounting functions of Spencer Group of Companies and must have excellent knowledge in Tramada Next Gen.

Skills and Experience Required:

- Excellent numerical and analytical skills
- Can work well under pressure
- Has great attention to details
- Works well in a team environment
- Great communication and customer service skills
- Experience in Travel Industry Accounting system required, preferably in Tramada Next Gen

If you would like to be part of a vibrant and enthusiastic team, please send your Resume to rowena.mangona@spencertravel.com.au no later than 30th of Oct 2015.



Peppers spices up Adelaide



THE newly branded Peppers Waymouth Hotel in Adelaide celebrated a grand opening this week, having rebranded from its former Rendezvous identity when Mantra took over last month.

The property offers 202 five star hotel rooms and suites, a heated indoor lap pool, two food & beverage outlets and a 120 square metre conference room.

Ongoing upgrades to rooms and public areas will continue over the next year, with the hotel being the second CBD and capital

city Peppers property after last year's addition of Peppers Gallery Hotel Canberra.

Pictured above back row from left are Mantra's Tim Rees-Jones, Lori Finglas, Tomas Johnsson, David Chaplin and Yvette Peverell with hotel gm Victor Faisca.

Front row: hotel owner Mark Mattioli and owner's representative Arpad Fekete; Jodie Kurtis, Mantra Group SA regional sales & marketing manager Jodie Kurtis and owner Dominic Mattioli.

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.

Full house for TD/JITO networking night

SYDNEY'S funky Ivy nightspot was packed to the rafters last night with more than 300 travel industry professionals gathering for the latest Travel Daily/JITO networking night.

Travel consultants mingled with suppliers, sales staff and senior executives for a convivial evening which also saw one lucky attendee walk away with American Airlines flights to Los Angeles for posting the best "selfie" on the night.

The event, which was the brainchild of JITO's Helene Taylor, was also generously supported by Travel Counsellors, Travelport and Trafalgar, along with Breakaway Travel Club, Travelzoo and Merivale Group plus **Travel Daily** and *travelBulletin*.

These photos were taken on the night, with lots more online at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).

RIGHT: This clever American Airlines-themed selfie won consultant Nema Gyori from TravelEdge two AA tickets SYD-LAX return.

BELOW: Travel Corporation md John Veitch; Trafalgar chief Matthew Cameron-Smith; David Hosking of The Travel Corporation; Helene Taylor from JITO and industry doyen Les Cassar, who flew in specially from Malta to attend the event.



ABOVE: Key supporters included American Airlines' Simon Dodds, Helene Taylor from JITO, Travel Counsellors chief David Hughes, Kaylene Shuttlewood from Travelport, Trafalgar md Matthew Cameron-Smith, Bruce Piper of **Travel Daily**/*travelBulletin* and Katherine Marson from Merivale.



ABOVE: Peter Smith from McLachlan Travel Group with Justine Waddington from Encounter Travel, author of *The Solo Travellers' Compass*.

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 rail@traveldaily.com.au



Terms & conditions

Q14. The Venice Simplon-Orient-Express offers an incomparable dining experience with cuisine freshly prepared on board. How many courses will you served for dinner?

Hint: see p13 of Travelmarvel's 2016 Great Rail Journeys brochure



Staging Connections sold to Freeman

STAGING Connections Group, which also incorporates Exhibitions & Trade Fairs and has operations in Singapore, NZ, China and Fiji, has been acquired by US events giant Freeman.

The acquisition gives Freeman an instant Asia-Pacific presence and scope to grow- more in **Business Events News** tomorrow.

Starwood MLB pact

STARWOOD Hotels has launched an exclusive partnership deal with Major League Baseball, with the Sheraton Brand becoming MLB's "official hotel".

From 2016 baseball fans will enjoy special perks when staying at Sheraton properties across the US including complimentary access to the MLB.TV live streaming service.

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Future Appointments in:
Sydney & Perth

Thursday 22 October
Friday 6 November
Friday 20 November

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

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Agents take Scenic view of Africa



THIS lucky group of Aussie travel agents recently explored South Africa, Zambia and Zimbabwe on a Scenic faml.

The faml kicked off with three nights in Cape Town, where they journeyed to the top of Table Mountain in a gondola followed by a full day tour of Cape Point and a visit to Boulders Beach.

Next they headed to Kruger National Park where they spent the night at Lion Sands Game Reserve and ventured on two game drives to spot the 'Big 5' & a hippo walk to the Sabie River.

Then the group headed to Thornybush Game Reserve for more wildlife spotting, followed by a traditional African style outdoor dinner.

Following the Panorama Route, they headed to Livingstone for a three night stay at Victoria Falls.

Next they visited a local village which is a popular Scenic Enrich experience, experienced an elephant interaction and a sundowner cruise on the Zambezi River.

Pictured at Champs Bay, Cape Town in the back row are: Fran Giorgianni; Andrea Alloway; Vicki Shepherd; Valerie Ireland; Angela Ficarra; Alison Uphill and Rachel Harrigan.

In the middle row is Gina Passfield; Ebony Griffen; Maria Dunning; Judy Watters; Tanya Glass and Kim Lougheed and in the bottom row Judy Moffitt and Emma Thompson.

LUXPERIENCE

LUXURY TRAVEL BDM – BUYER PROGRAMS

Luxperience is the only global luxury travel trade exhibition in Australia focussed on and connecting truly unique luxury products with leading travel and event designers who are experts in the art of bespoke travel design and elite service provision.

Due to an expansion of the company an opportunity exists for an enthusiastic and well connected relationship builder and business development specialist to manage buyer recruitment based in Sydney.

The ideal candidate will possess:

- Excellent sales presentation and product training skills
- Strong commercial acumen and understanding of targets and budgets
- Proven track record in business development within high end leisure, corporate and MICE markets
- Be self-motivated; proactive and well organised
- A degree in Hospitality, Business, Marketing Administration highly regarded

Please [CLICK HERE](#) for more details or forward your CV to beinspired@luxperience.com.au by 29 October 2015

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JOB OF THE WEEK

**TRAVEL RECRUITMENT – ACCOUNT MANAGER
SYDNEY & MELBOURNE – TOP SALARY PACKAGE**

Love being in the travel industry, but sick of booking travel?

Want to assist your peers with their career progression?

Enjoy being rewarded for reaching sales targets?

Can't wait to work Monday – Friday only?

If you answered YES to all the above, call us!

As part of our expansion in Sydney and Melbourne, we are looking to employ 2 talented travel consultants to join our permanent division. Full training will be provided.

Minimum 3 years travel consulting experience essential.

TAKE YOUR BUSINESS TO THE NEXT LEVEL

**INTERNATIONAL CORPORATE CONSULTANT
SYDNEY – SALARY UP TO \$70K OTE + BENEFITS**

Are you ready to take your career to new heights? Work for this Global TMC and move your career into the fast lane! Make your move into Corporate today where you will earn what you deserve. Work in great modern offices, looking after your own portfolio of accounts and providing top level of customer service to your corporate clients. Be rewarded with one of the best salaries in the business, excellent career progression and ongoing training. Min 2 years & GDS experience. Apply today!

**WORK FOR A LEADING WHOLESALE COMPANY
VIP WHOLESALE RESERVATIONS CONSULTANTS
SYDNEY – CIRCA \$60K SALARY PACKAGE**

Do not miss the opportunity to work for an award winning wholesale travel company. Earn an incredible salary package in a fun & friendly environment! You will be working in an experienced, knowledgeable and fun team servicing VIP Travel Agents. This wholesale travel company is one of the best in the industry and leaders in their field and are committed to providing employees with ongoing training, benefits, an excellent salary and regular in house famils! Min 2 years travel industry experience & GDS skills. Apply now!

AIRFARE & TICKETING EXPERTS, THIS IS FOR YOU!

**AIRFARES SPECIALIST – WHOLESALE DEPARTMENT
MELBOURNE – SALARY PACKAGE TO \$51K + \$4K BONUS**

This award winning touring company has an exciting opportunity to join their fun and hard-working team. Working as an airfares consultant you will assist internal travel agents with all ticketing enquiries & issue a wide variety of tickets. This is a fast paced environment so you must have previous ticketing experience with strong fares & GDS knowledge and great attention to detail. In return you will receive ongoing support & training, Mon-Fri hours and great company benefits including a modern social office!

THE WONDERFUL WORLD OF ONLINE TRAVEL

**ONLINE CUSTOMER SERVICE CONSULTANT
MELBOURNE – SALARY PKG TO \$57K + BENEFITS**

This well-known online travel giant is on the lookout for their next customer service superstar. You must have a minimum 18 months experience with strong fares, current GDS (Galileo) knowledge and your own car. You will be responsible for servicing phone and email enquiries relating to website functionality, new booking requests and/or amendments, ticketing and processing refunds. Located in the city fringe you will enjoy a rotating roster, fun and supportive team environment and top company benefits.

AHOY MATEY

**EXPERIENCED CRUISE CONSULTANT
MELBOURNE – SALARY PACKAGE TO \$47K + BONUSES**

If you are passionate about cruising then this is the role for you! This online cruise specialist services phone and email enquiries assisting with bookings and enquiries for the likes of the luxurious Holland America, Celebrity & Princess Cruises, just to name a few. You must have a min 2 years' experience with personal cruise experience and strong knowledge of all the major cruise-lines. In return, the right candidate will be offered a great salary + bonuses, fun and social team environment and a great city fringe location.

A CHANGE IS AS GOOD AS A HOLIDAY!

**TRAVEL CONSULTANTS
BRISBANE CBD – UP TO \$45K PKG + \$\$ BONUSES**

Here's your chance to join a growing and innovative company that is really going places. Forget about chasing up missing passport details, docs and admin as you'll have a support team there to handle it all for you. All you need to worry about is consulting and planning the itinerary of your clients dream. Plus you'll be rewarded with a strong base salary + \$\$ incentives, free cruises and a real work/life balance. All you need is a min 2 years travel consulting experience, proven sales skills and a positive attitude.

CHASE THE SUN!

**TRAVEL CONSULTANTS
GOLD COAST – GREAT SALARY + \$\$ BONUSES**

Due to continued growth our client has a great opportunity to join their dynamic team on the Gold Coast as a travel consultant. Your day will involve arrangement of all types of Domestic & International travel including flights, accommodation, tours and cruises. No more walk in's and time wasters as all your enquiries will be over the phone. Top industry salary, bonuses and great benefits are on offer. If you have 2 years' experience, great sales, GDS and communication skills then we want to hear from you!



Working in partnership with the Australian Travel Industry

International Wholesale Travel Consultant
Brisbane, \$Competitive + Super, Ref: 1653LM1

Are you sick of face to face consulting and would like to work behind the scenes? Do you have good time management skills and fantastic attention to detail? If this sounds like you, then we need to hear from you today! You will be in a supportive working environment with great career! Our client is looking for a multi skilled travel consultant with a minimum of 2 years travel experience in either leisure or wholesale. GDS skills are a must. Located Brisbane CBD! Interviewing now!

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

Experienced Corporate BDM
Sydney, Salary DOE, Ref: 1944PE1

Do you have a sound understanding of Corporate Travel Sales, Business Development experience and a proven sales record? This boutique travel company are looking for a Business Development Manager to assist with their ongoing expansion across the travel market. Previous sales experience & confidence along with a drive to sell will be awarded. You'll consider yourself a persistent, results-oriented professional, with a desire to work with the corporate market & develop excellent relationships.

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

Leisure Travel Manager
Melbourne, \$Attractive Package, Ref: 1984KF1

Outstanding opportunity for a leading travel company throughout Australia. With offices based throughout the country this is not to be missed. Our client is looking for an experienced Manager to lead their leisure sales office in Melbourne. This is a unique opportunity for a motivating leader to bring creativity, passion and enthusiasm to a friendly team of customer focused consultants and to continue to grow the brand awareness within Australia. A truly challenging role for the right candidate!

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

Retail Travel Consultant
Adelaide, \$40-45k, Ref: 0974DV5

My client is looking for a Retail Travel Consultant to join their expanding team in Adelaide! If you have a passion for all things Travel and would like to build your career further in a successful environment then this could be the role for you! If you have previous experience working as a Travel Consultant and you are hard working we would be happy to hear from you! My clients Travel Consultants are known for having strong work ethics along with superior customer service skills!

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

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.

Travel Agency Sales Executive
NSW/ACT, \$60k + Bonus, Ref: 1924MB1

This leading Travel Wholesale brand is looking for a Sales Executive to promote their well branded products and destinations across the NSW/ACT travel market. This role is perfect if you have Inside Sales experience or if you are a Travel Consultant with solid experience looking for your next career move out on the road. You will grow and account manage existing clients while also target new business. This is an opportunity for a driven travel professional who wants to grow their career.

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

Leisure Cruise Consultant
Melbourne, Generous Salary + Commission, Ref: 1903TS1

We are looking for an experienced travel consultant with extensive cruise knowledge to join this exciting growing business. This role would be suited to a motivated retail travel consultant looking for a challenge and ready take the next step in their career. This is a varied and stimulating role working with a fantastic team. We need a consultant who can build rapport with clients and provide extraordinary customer service. Generous package + super + commission on offer for the right candidate!

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

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

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

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



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A man and two young boys are walking along a sandy beach towards the ocean. The man, on the left, is wearing a red tank top and black and white checkered shorts, carrying a long yellow surfboard under his arm. The two boys, on the right, are also carrying yellow surfboards. The boy in the middle is wearing pink shorts, and the boy on the far right is wearing light blue shorts. The background features a clear blue sky, a palm tree on the left, and turquoise water meeting the shore. A large, stylized blue 'Ψ' logo is in the top right corner.

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Click on the position titles above to learn more and apply.

Closing date for all positions is 30 October 2015.