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Travel Daily

First with the news

Monday 26th Oct 2015



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ENDS
31 OCTOBER

VIEW OFFERS

EY confirm MEL A380 date

ETIHAD Airways will further boost its Australian capacity from 01 Jun, with the carrier today confirming the deployment of its flagship A380 aircraft on the Melbourne-Abu Dhabi route.

The 496-seat superjumbo will operate EY460/461 - one of EY's double daily Melbourne flights - with the move also bringing its The Residence "apartment in the sky" product to the Vic capital.

"From June next year, guests on our Abu Dhabi-Melbourne A380 flights will discover what travellers the world over are

talking about - the superior level of luxury, comfort, service and inflight technology that is redefining luxury air travel," said Etihad ceo James Hogan.

The move will boost capacity by 26% on the Melbourne-Abu Dhabi route, with Hogan saying just three months after launching the second daily service demand is already exceeding expectations.

The A380 will "enable us to accelerate our growth in the Victorian market by providing additional capacity, particularly in Business class, where demand for seats continually outstrips supply," he added.

Former QF exec Lyell Strambi - who recently took up the ceo role at Melbourne Airport - said Etihad would become the third A380 operator from MEL to the UAE, alongside QF and Emirates.

"As the first Australian airport to be A380 ready, we are continuing to invest in the facilities and services to support our airline customers in providing their passengers with better services and more choice by operating this aircraft type," he said.

QF loyalty update

QANTAS has told members of its frequent flyer program it is working with Woolworths on a new partnership from 2016, after the supermarket giant confirmed changes to its Everyday Rewards program yesterday (TD Fri).

QF has assured members their Qantas Points balance will not be affected by the change, with earning rates as normal until the current agreement expires at the end of the year.

HAL's Noordam here

HOLLAND America Line yesterday celebrated the arrival of its *ms Noordam* which cruised into Sydney Harbour on her maiden visit to Australia.

The 1,972 passenger *Noordam* will now cruise in Australasian waters for the next six months (**Cruise Weekly** 23 Jun), with a ceremony on board the vessel formally welcoming the ship to Sydney for the first time.

HAL is currently promoting its "Explore 4" bonus offers, which are valid for bookings made by this Fri 30 Oct and include a free signature beverage package, free Pinnacle Grill dinner, 50% reduced deposits and reduced fares for 3rd/4th guests.

See the **cover page** for details.

Today's issue of TD

Travel Daily today has nine pages of news and photos, including a front cover page for **Holland America Line** plus full pages from: (**click**)

- AA Appointments jobs
- Travel Trade Recruitment
- Corporate Traveller job ads
- Hawaiian Airlines job ads

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VA Tasman fare fixes

VIRGIN Australia has moved to ensure consistency with partner Air New Zealand on trans-Tasman fares, with a number of fare rule changes to be adopted.

Effective 02 Nov, VA's ticketing time limit for Saver-Lite ('U' class) fares & Saver (T, Q, V, N & E) fares will be reduced from the current two days to 24 hours, while the \$100 change fee to upgrade to Business (I, D, C & J) on the same fare types will be removed.

MEANWHILE, agents are being urged to ticket any trans-Tasman booking that includes any sectors in Australia and NZ by 01 Nov, to avoid "potential fare increases" that may result from a batch of new add-on fares which will come online with Air NZ starting 02 Nov.

New add-ons will be available in Economy class on sectors CHC-WLG, AKL-WLG, AKL-CHC, MEL-SYD, BNE-SYD & BNE-MEL and in Business on MEL-SYD, BNE-SYD and BNE-MEL routes.

Instant Booking AU testing

TRIPADVISOR is trialing its Instant Booking platform in the Australian market, with the view to roll out the technology across both mobile & desktop platforms.

Instant Booking was launched softly by TripAdvisor in Australia recently, testing the platform "on a slice of traffic", senior director for the APAC region Grant Colquhoun told *Travel Daily*.

The advantage for customers using Instant Booking is it allows users to compare accommodation prices and book directly through hotel and OTA partners without exiting the TripAdvisor website.

Properties available for instant bookings are featured with a 'book now' button, providing a seamless reservation.

Already in market for all hotels across the US & UK, TripAdvisor has begun testing the platform in other English-speaking markets including Australia.

In Sydney last week, Colquhoun told *TD* the program is currently being tested here on mobile devices with numerous hoteliers.

Groups participating in the local trial include Mantra, QT, Rydges, Choice and Best Western.

He said the 'testing phase' has been "really, really well received by our consumer base".

"People come to our website & they perform lots of searches and a lot of them want to book now.

"Being live now, hotels are able to enjoy any of the mobile traffic from the USA and UK."

The TripAdvisor exec said there was no timeline yet as to when Instant Booking will be expanded to desktops in Australia & NZ, but said it is "eagerly awaited".

"We'll determine when the time is right to bring it to market."

Colquhoun said Instant Booking will be introduced to other int'l markets in due course.

DMS Arab expansion

DMS Destination Marketing Services today unveiled a new partnership with Pacific World Abu Dhabi, Dubai and Oman.

Pacific World are able to assist with coordination of incentive programs in the Middle East, with products including F1 experiences in Abu Dhabi, camel polo matches in Dubai, self-drive tours of the Wahiba Sands in Oman, historical fortress explorations and more.

EY/AB injunction win

ETIHAD Airways has triumphed in a court case against the German Govt for failing to approve a codeshare arrangement with Air Berlin on time for the IATA Winter 2015/2016 schedule.

The court injunction enables EY to continue operating all codeshare services with AB to destinations in Europe, the US & UAE until 08 Nov, by which time it is hoped the German and UAE Govt's will resolve differences.

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SYD financial service push

LOUNGE facilities at Sydney Airport could be expanded to include special areas for high net worth banking customers, under an Expression of Interest process launched today.

The airport is inviting proposals from "financial and related institutions to explore, redefine and revolutionise the current financial services offering at the airport," with the aim of complementing and leveraging the existing foreign exchange operations.

SYD gm retail, Glyn Williams, said the opportunity could see the airport offer a full range of new financial services, such as "banking, travel insurance, customer lounges and premium services for prestige customers".

He said with Sydney being Australia's business, financial and tourism hub, the EOI process is a rare chance for an innovative

financial and currency services business to join the airport.

"We're seeking to partner with visionary thinkers that will transform the way passengers, visitors and staff use financial services at Sydney airport by offering a new, holistic approach to consumer market services" & "businesses that understand the modern-day traveller and their changing needs," Williams said.

He said the upgraded Terminal 1 is poised to take full advantage of the airport's increasing number of premium travellers, with "extended dwell time and their desire to indulge in the finest of luxuries".

A brochure showcasing the opportunity invites prospective partners to "create, develop and implement a category redefining dream of your own" by offering a "whole new suite of value added financial services" - **CLICK HERE**.

Alto sold to China

THE 50-room Alto Hotel on Bourke in Melbourne's CBD has been sold for around \$19m to a Chinese investor following an int'l expression of interest (EOI) campaign through CBRE Hotels.

CBRE's Joseph Du Rieu said Alto Hotel on Bourke's sale price reflected an initial yield of 4%.

Pacific Explorer it is

P&O Cruises today revealed it will reposition Princess Cruises' *Dawn Princess* (TD 08 Oct) as *Pacific Explorer* when it joins the fleet in early 2017 - more info in *Cruise Weekly* tomorrow.

AA price match LCCs

AMERICAN Airlines will match prices on any nonstop route in 2016 by introducing new 'bare bones' airfares, president Scott Kirby announced on Fri.

The new lower fare options will have additional restrictions.



Window Seat

WHAT will they think of next?

German flag carrier Lufthansa has launched "Bedtime Stories" mobile recording studios at the boarding gate areas in Frankfurt and Munich airports.

Designed to "help ease the emotional strain of being away from home on business," the studios allow travellers to read a bedtime story aloud and send a recording to their children at home via email or SMS.

And if time is short at the gate there are pre-recorded stories to choose from, which can be sent home as audio books with "individually written goodnight wishes and a photo on the front."

"Travellers can thus board their plane with the warm feeling that they have given their families a nice surprise," Lufthansa said.



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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.

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Adventure World revives travel agent tools

TRAVEL agents have been vocal for Adventure World to bring back more unique product & a greater volume of choice to its brochures, and The Travel Corporation's niche wholesaler will deliver.

General manager Neil Rodgers says Adventure World's new range of standalone brochures for 2016/17 offer the "most complex" range of choice to date.

Revealing AW's new collection of brochures exclusively to **Travel Daily** on Fri, Rodgers said agent feedback indicated they wanted much more than a worldwide "best of" program which was rolled out a few years ago.

Coming to agency shelves later this week are four brochures on AW's core destinations - Canada & Alaska, South America, Africa and India & Asia (pictured right).

"This year, we are bringing back the agent tool kits which they asked for. They wanted the modulated product back, they



wanted the maps back. It may not be as sexy or beautiful as the Worldwide Collection, but it is the tool kit they desired."

Instead of showcasing what was considered all AW's top recommendations, Adventure World has brought back a more compelling selection of FIT do-it-yourself 'mix & match' product.

Rodgers said the 2016/17 guides

are comprised of best-selling multi-country trips, unique accom, detailed route maps, scheduled departure dates & trip styles, core destination & travel info, along with personal recommendations.

That's not to say the Worldwide Collection is being phased out - it will return as an A5 compendium.

He has also brought back "seven guns" to the AW team who know the program better than anyone & to help agents with trip building.

The AW boss acknowledged that it's virtually impossible for agents to have an intimate knowledge of all global destinations & products, saying having true experts inhouse was another tool for the trade.

"The big thing for me has been to dial-up that expertise level and make product more complex."

A standalone USA brochure is also being mulled for a possible launch in the new year, he said.

Content from the brochures will be available online this week.

What's new for AW?

ADVENTURE World has worked harder with operators to unlock a suite of new options & products for its 2016/17 collection, says general manager Neil Rodgers.

In North America, one-way car rental is now possible from the Atlantic Maritime to destinations in the US North-East.

The annual caribou migration in Nunavut has been added, as has new loge accommodation options in Saskatchewan.

In Africa, new Kenyan itineraries visit Samburu NP and Tsavo West, in addition to access to "the best preferred rates" at TTC owned Wilderness Safaris, The Twelve Apostles in Cape Town & more.

Uzbekistan, Turkmenistan, Iran & Kyrgyzstan feature in the new India & Asia guide, along with an in-depth Silk Road journey.

In South America, Uruguay and Suriname are new destinations & there is a new trekking program in Salta Region (North Argentina) - www.adventureworld.com.au.

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Airbnb SOH venture

"SUPERHOSTS" among home-sharing network Airbnb have the chance to explore the Sydney Opera House (SOH) for free as part of a new arrangement between the two parties.

The 2-year deal will see Airbnb pay for its elite hosts around the world to tour the attraction.

"Together, we can help open up the Opera House to new global communities, while highlighting Sydney as a destination for visitors at home and abroad," SOH ceo Louise Herron AM said on Fri.

Air NZ Sep pax stats

AIR New Zealand short-haul and Tasman/Pacific passengers numbers rose 5.6% & 6.2% year-on-year respectively in Sep, the carrier announced late last week.

Long-haul passenger numbers jumped 25.1%, with demand up 23.5% and capacity rising 22.6%.

Despite the passenger increase, group-wide yields for the financial year-to-date were down 1.1%, with short-haul yields flat and long-haul yields up 0.9%.

NZ holiday visits jump

A STRONG month of arrivals in Sep has helped push New Zealand's annual arrival growth to 8.5%, with holiday arrivals leading the way, up 12.8% for the year ending Sep 2015.

Holiday arrivals from Australia increased 14.7%, pushing arrival figures over the half a million mark for the year ended Sep to 503,008.

"This is an incredible result out of one of New Zealand's most important markets," said Tourism New Zealand ceo Kevin Bowler.

Bowler said he is confident more Aussies will have New Zealand on their radar following *The Bachelorette* finale which went to air last Thu, filmed in Rotorua and Auckland.

Sound of Music fans

THE Austria National Tourist Office has named the winners of its recent Sound of Music comp which featured in *Travel Daily*.

Congratulations to Penny van Someren, Traveland Epping (NSW); Sheri Foreman, TravelManagers (Qld) and Nicky Bevan from Prestige Travel (Vic).

Each agent has won a double pass to the opening night of *The Sound of Music* theatre show in their respective capital city, showing later this year.

Noordam arrives in Sydney



HOLLAND America Line yesterday celebrated the first time arrival of its *Noordam* into Australia, with the 1,972 passenger vessel cruising through the Sydney heads after a 25-day journey from Alaska.

The momentous occasion was attended by the cruise line's vice president of International Marketing & Sales, Mark Kammerer, who said the voyage down under had included a number of "firsts" including *Noordam's* inaugural crossing of the International Date Line.

Noordam launched in 2006 and is HAL's newest Vista-class vessel, with a preview yesterday

showcasing features such as the BB King's Blues Club, the upgraded Vista lounge and the extensive gym and spa facilities.

Kammerer also gave a sneak peek at the features of HAL's new *Koningsdam* which launches in Apr next year.

Travel agents toured the ship after enjoying a delicious barbecue feast on the top deck Cabana area of the vessel.

Pictured above during the event are Tony Archbold, director of Sales Australia for Holland America Line & Seabourn; HAL deputy director of international public relations, Jerrol Golden; and Mark Kammerer.

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Agents race around Bangkok

HELLOWORLD & Thai Airways hosted a top-producer fam trip for ten agents to Bangkok earlier this month, sponsored by Starwood Hotels & Resorts.

Highlights of the three-night fam include a half day discovery 'Race Around Bangkok' and a cooking class.

Pictured enjoying lunch at the Blue Elephant Cooking School are: Lauren Pryde, Travelling Places; Preet Shah, Travel Traders; Sutthida (Sonia) Sintupanuts, Swan Travel; Elizabeth Katsidis, Goldman Travel; Linda McKenzie, helloworld Hervey Bay; Cathy Riches, Travel Associates Australia; Jessica Newman, Motive Travel; Susie Morelli, TG; Natalie Hudson, helloworld and Selina Lawrence-Shaw, BCD.

JQ AAV-OOL takes off

JETSTAR'S inaugural flight to the Gold Coast from Avalon Airport launched yesterday with the flight at near capacity.

Operating daily, flights depart AVV at 10am, returning back in the Victorian capital at 2:45pm.

The service is one of two new routes Jetstar will operate as part of its 10-year agreement with the Victorian Government and Avalon Airport (**TD** 18 Jun).

Fokker 50s out of VA

VIRGIN Australia has confirmed it will dispose of the airline's fleet of eight Fokker 50 aircraft in the first half of 2016, currently used on government regulated routes in Western Australia.

LH GDS fee 'backfired'

LUFTHANSA'S €16 per booking surcharge for bookings via GDSs has caused travel buyers to decrease their bookings with the airline, according to a survey conducted by Global Business Travel Association (GBTA) & its partner network.

The study found only 2% of travel buyers said they would book directly with Lufthansa to avoid the fee and 39% said they are seeking alternative carriers.

"We believe that the booking surcharge strategy has effectively backfired," Michael W. McCormick, GBTA executive director and coo commented. "The efforts by Lufthansa to fragment the distribution system by artificially adding cost is not working," McCormick stated.

Virtuoso Uniworld jr

VIRTUOSO Asia Pacific has made Uniworld a preferred supplier, broadening Virtuoso's luxury product offering.

Uniworld Boutique River Cruise Collection is the first cruise line to be added to the Virtuoso network in nearly five years.

MD of Mary Rossi Travel, Claudia Rossi Hudson said the partnership would help give agents the most accurate access to information on the product and its itineraries.

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 in by giving you the chance to win. Over the past few years Eurostar have worked to expand their reach including trains to ski regions & also to the South of France.

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

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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.

49ers to Sydney?

NSW Premier Mike Baird has confirmed the NSW Government is in talks with the US National Football League (NFL) to bring an official pre-season trial match to ANZ Stadium next year.

According to an "exclusive" *News Limited* report on Sun, talks with officials have been underway for months to lure the San Francisco 49ers to Sydney in Aug.

The move builds on NFL hype created by former Parramatta Eels player Jarryd Hayne who joined the 49ers this season.

At this stage, it is undecided who would be the opposing team.

49ers chairman John York said "It's something we'd definitely consider with the NFL."

Baird - who revealed the move one month ago on Nova 969 (TD 26 Sep) - said: "If the NFL comes to the southern hemisphere, we've got one message for them: Sydney's the spot."

New England eyes growth out of Australia

DISCOVER New England, the regional tourism organisation that represents six states in the north east of the United States, made its first pilgrimage down under last week as the region looks to step up its local awareness and strengthen trade relationships.

Eight delegates representing Connecticut, Massachusetts, Maine, New Hampshire, Rhode Island and Vermont talked up the regions' offering to trade partners at events in Melbourne & Sydney.

Leading the group was Discover New England executive director Lori Harnois who told *Travel Daily* the inaugural mission - which also included a stop in Auckland - had been highly successful.

Harnois said Australian trade partners including wholesalers & tour operators had shown much enthusiasm in wanting to know more about New England and what it has to offer.

"It's an authentic American experience - we're the birthplace of America," she said.

New England is quite different from what you find on the west coast in terms of geography and experiences.



Renowned for its 'fall colours' of every shade of red, orange and yellow set against green rolling mountains, New England is indeed a year-round destination, offering plenty of winter activities on the slopes of each state.

In summer, where temperatures are on par with Rome (due to its latitudinal positioning), coastal destinations such as Cape Cod, Martha's Vineyard, Nantucket and Rhode Island are favourites.

The region is scattered with old white churches with steeples and covered bridges.

Historical & cultural experiences are also bountiful for visitors.

There is a diverse selection of outdoor activities, including zip lining, rafting, hiking, camping and ATV opportunities.

Food & wine, particularly the vast range of fresh seafood & breweries, are big drawcards.

With a strong European feel, Discover New England has until now focused primarily on the UK, Irish and select European markets in terms of inbound growth.

Typically, Aussie travellers head to New England on their third or fourth visit to the United States.

She said Australia is an emerging market and about 70,000 Aussies visited the region last year.

"We've seen a consistent increase each year. We are hoping to continue that growth."

Generally, visitors spend 10 to 14 days exploring the six states.


Harnois said the intention was for Destination New England to return to Australia annually, to maintain momentum & interest.

For more New England info, see www.discovernewengland.org.

Pictured in Sydney from left are Sue Presby, The Cog Railway; Carolann Ouelette, Maine Office of Tourism; Victoria Cimino, New Hampshire Tourism; Caroline Donaldson-Sinclair, Vermont Tourism; Lori Harnois, Discover New England Tourism; Jayne O'Connor, White Mountain Attractions; Wendy Northcross, Massachusetts Office of Tourism; Sue Norrington-Davies, Tourmappers North America and Corey Marshall from Canuckiwi.


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Monday 26th Oct 2015

ACT employment plan

LABOUR supply and skill development issues in Canberra's tourism industry are being addressed by the Canberra Tourism Employment Plan (TEP) and Canberra Service Champions training course, released on Fri.

"Tourism is one of Australia's strengths, worth \$113 billion a year and employing nearly a million people. Yet there are 38,000 unfilled tourism job vacancies across Australia," Minister for Tourism Richard Colbeck said at the release.

"That is forecast to grow to 123,000 by 2020 unless we intervene," Colbeck stated.

The TEP will focus on management training for chefs and kitchen supervisors, better marketing of apprenticeship opportunities and improvements to public transport for hospitality and shift workers.

Canberra Service Champions will provide accessible, locally targeted training to improve the confidence and customer service skills of hospitality workers.

The first 500 course registrations will be funded for eligible employees.

For more on the TEP, **CLICK HERE**, or on the about the Service Champions course, **HERE**.

EK turns to big data

EMIRATES Group plans to place data at the centre of its operations, in a move to improve the customer experience.

The airline will implement smart technology, rework business processes and will make decisions based on big data and real-time analytics.

"Big data, predictive analytics, artificial intelligence, machine learning, robotics, crowd sourcing and collaboration are areas we're considering," Emirates Airline president Tim Clark said.

Emirates is putting together a Enterprise Change Management team to lead the transformation.

Clark said the Group is looking for "someone with an extreme outcome and delivery orientation" to head the team.

A&K Small Journeys

A&K has added laundry service midway through each journey, private airport transfers and family journeys with a dedicated Young Explorers Guide to its 2016 collection of Small Group Journeys, rolled out today.

The new journeys include the 9-day 'Classic China: Beijing, Xian & Shanghai' which starts at \$5,470pp, through to 14-day 'The Great Migration Safari in Style', which leads in at \$15,480pp.

MEANWHILE, A&K has extended its earlybird offer on the 2016 Arctic expeditionary cruise, 'Iceland & Greenland: In the Wake of the Vikings' journey to 31 Dec.



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.



Tempo Holidays – Latin America 2016

Tempo Holidays has rejigged its brochure to be more user-friendly. This year Tempo's Copper Canyon tour is back in action and Columbia has returned after a few years of not being featured in the brochure. New programs consolidate smaller packages allowing passengers to travel an entire country in one hit. A train journey in Ecuador (Tren Crucero) has been added, which travels from Quito to Guayaquil.

Highlights of the brochure include the 14-night Argentina Express and the 9-night Glimpse of Chile.



Abercrombie & Kent - Europe 2016

Abercrombie & Kent's new Europe brochure features a range of private and small group journeys across the continent. New to the portfolio for 2016 is Sea Cloud Cruises operating in the Caribbean, Costa Rica and Central America, the Transatlantic Voyage and Europe. There's a new 8-day journey through north eastern Italy focusing on the produce of the region, and a short exploration of Montenegro. Ireland's first luxury touring train, the Belmond Grand Hibernian is also included.



Scenic - River Cruising 2016

Scenic has launched a first time river cruise guide for those who are new to river cruising. The new guide includes information on what to expect on board a Scenic Ship, the differences with ocean cruising, where and when to go and what inclusions to expect. It aims to answer all the questions would-be river cruisers may have & allow them to choose the right cruise for them.



Globus - Europe 2016

Globus has this year introduced a string of new tours and experiences. The new range includes dozens of 'Local Favourites', including a new Champagne excursion that allows guests to explore the cellars of the Pommery Champagne house in France. New tours include the 9-day Paris, Champagne & the French Countryside, seven-day London & Country and seven-day Splendors of Italy. Globus has added to its choice of sailing holidays with the 10-day Dubrovnik & Adriatic Odyssey. Other new tours in include two new tours focusing on the battlefields of France.



Insider Journeys - 2016 Small Group Journeys

More than 80 itineraries spanning 11 countries has been worked into Insider Journeys' latest Small Group Journey brochure, including combo small boat river cruising & touring. Among the additions is a new 14-day Japan Winter Discovery itinerary which is focused on the northern Honshu (Alps) of the country and the opportunity to be onboard an icebreaker cruise on the Okhotsk Sea. Also new is an overland trip that follows the Mekong, a rehased version of its 13-day Highlight of Indochina trip, high-speed trains between Beijing and Xian and additional 'Insider Experiences'.



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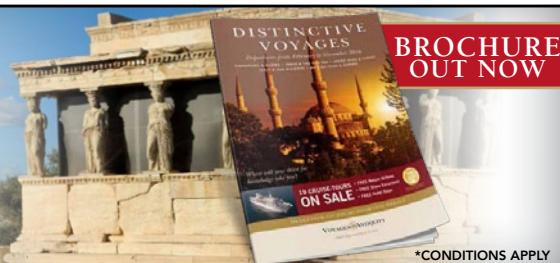
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*CONDITIONS APPLY

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

Q17. On the 8 day Beside Lake Como tour, which World Heritage-listed rail line do passengers travel on?

Hint: see p31 of Travelmarvel's 2016 Great Rail Journeys brochure

Rockstar Hosp Group

THE newly formed hotel firm, Rockstar Hospitality Group has made its debut and announced the signing of its first property.

The 100-room Z NYC Hotel will be the first, with the company saying several other locations around the globe will follow.

RHG plans to purchase, develop and manage properties around the globe to offer a "Rockstar treatment".

President and ceo Robert Santucci says investment opportunities are available.

Residence UAE debut

MARRIOTT International is set to debut the Residence Inn brand portfolio in the United Arab Emirates market having signed an agreement to build the Residence Inn by Marriott Al Jaddaf in Dubai.

Located in Western Dubai, the property will feature 135 units and is expected to open in 2019.

Mango adds HLA/DUR

SOUTH African low-cost carrier Mango has begun flights between Lanseria and Durban, initially operating the route twice daily.

An airline exec has also flagged Mango's future expansion may include new services to Mauritius and Kilimanjaro.

Lady Musgrave tour

A NEW luxury day tour to Lady Musgrave Island is expected to attract up to 25,000 extra visitors to Bundaberg a year.

Visitors will reach the island on a high-speed catamaran and can explore the Great Barrier Reef through snorkeling and scuba diving, glass bottom boats and island nature walks.

At the product launch, Tourism Minister Kate Jones announced a \$400,000 tourism marketing campaign to encourage more Queenslanders to visit Bundaberg & the Southern Great Barrier Reef.

DL, Expedia alignment

DELTA Air Lines has been named Expedia's US airline partner as part of the website's move to make airline fees more transparent.

Last week, Expedia launched a new display which lists fees for checking bags or cancelling a reservation, as well as the perks of a particular fare (**TD** Thu).

More Solomons visits

INT'L visitor numbers to the Solomon Islands has continued to grow, with 2,131 visiting in Jun.

The figure represents a 9.3% increase on the same period last year and marks the third consecutive month of growth.

Aussie arrivals have contributed significantly, at 49.7% of all arrivals, followed by Papua New Guinea, NZ, Fiji and the US.

Monday 26th Oct 2015

HotelQuickly 7 days

LAST-MINUTE hotel booking app, HotelQuickly has extended its 48-hour booking timeframe to seven days for mobile users in the Asia-Pacific.

Co-founder and coo Christian Mischeler said app users "want to use HotelQuickly for more than same- and next-day bookings.

"The week-long calendar gives users more opportunities for spontaneous travel."

The app targets millennials looking for affordable getaways and helps hotels move room inventory which may otherwise go untouched.

SINGAPORE AIRLINES



SALES EXECUTIVE (Sydney Sales Office)

Singapore Airlines has the following opportunity for a highly motivated individual to join our dynamic sales team in the Sydney sales office.

Sales Executive (Permanent Full-time Position)

Reporting to the Sales Development Manager, the successful candidate will be responsible for,

- Development and implementation of strategies to achieve revenue targets
- Sourcing new business opportunities (Corporate, Groups, MICE) and conversion of leads into sales
- Relationship management of key accounts (Corporate and Trade)
- Maintaining an accurate and ongoing sales pipeline
- Completion of reports on market activities
- Representing the Company at seminars, conferences and product launches

The successful candidate will need to demonstrate the following,

- Current Sales experience with sound airline / industry knowledge
- Strong commercial acumen
- Creative solution based thinker with excellent interpersonal and communication skills
- Strong service ethic, confident, well presented with good time management skills
- Proficiency in PC skills
- Australian citizenship or Permanent Residency status.
- A current driver's license and own car.

Experience within the airline / travel industry with a business development background would be an advantage.

Qualified candidates are invited to send their application by 5pm Friday, 30 October 2015 to Scott Darlow, Sales Development Manager via lyn_larsen@singaporeair.com.sg or by mail to Locked Bag A3008, Sydney South, NSW, 1235

Only suitable candidates will be accorded an interview. All applications will be treated in strict confidence.

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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MOST LUXURIOUS PRODUCT ON THE MARKET

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.

JOIN THE BIG GUNS

BUSINESS SOLUTIONS MANAGER (CORPORATE SALES)

BRISBANE – SALARY PACKAGE \$75K+ (OTE)

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

CHAMPAGNE AND CAVIAR IS JUST THE START

PRODUCT MANAGER

SYDNEY – UP TO \$85K PACKAGE

Experienced Product Managers get excited – here is your chance to diversify in product and join a successful high end luxury brand. You'll have experience in product research, luxury supplier relations, contracting, writing marketing collateral and creative luxury product packaging. You must be a team player, have great attention to detail and enjoy a fun, fast-paced environment. This is a unique product role not to be missed! Call the Executive team today!

LEADING HOTEL GROUP

BUSINESS DEVELOPMENT MANAGER

MELBOURNE (WEST) – SALARY PACKAGE TO \$90K (DOE)

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

STEP UP INTO A GREAT ROLE!

TRAVEL MANAGER

ROCKHAMPTON – SALARY PACKAGE TO \$75K (OTE)

Are you a travel manager or assistant manager looking for a new challenge? Come join this reputable travel agency located in Rockhampton as a hands on travel manager. Lead and develop a small team of consultants, motivating them to achieve goals whilst providing exceptional customer service. Overseeing the daily running of the office you'll be involved in local area marketing and identifying avenues to increase the agency's client base. Top salary package on offer.

TAKE A 360 APPROACH TO B2C MARKETING?

MARKETING MANAGER GURU

SYDNEY – SALARY PACKAGE UP TO \$90K

This is a rare opportunity to use your digital online marketing prowess; your print media creativity; your event management ability and your PR skills to promote this dynamic luxury product. You will be responsible for all online marketing including social media, database segmentation campaigns, EDM's, as well as monitoring SEM and SEO with google analytics; writing and placing all print media; PR and designing events for loyal clients. Tick all the boxes? Call us!

RECOGNISE THE VALUE OF PEOPLE IN BUSINESS?

HUMAN RESOURCES MANAGER

SYDNEY – SALARY PACKAGE UP TO \$110K

Rare opportunity to join one of the best travel companies in Australia. As the senior 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.

ONLINE TRAVEL COMPANY

ACCOUNTS RECEIVABLE MANAGER

MELBOURNE – SALARY PACKAGE NEGOTIABLE

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

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Working in partnership with the Australian Travel Industry

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.

Business Development Manager Sydney, Competitive Base + Bonus, Ref: 8581SJ3

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

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

Tour Planning Coordinator & Operations Melbourne, Up to \$60k + Super, Ref: 1996KF1

Are you looking to challenge yourself in your next role? Want to progress in your career? An industry leading Travel company has a new and exciting position on offer for an experienced group travel tour planner or product manager/operations. We are looking for an experienced travel professional to undertake this new position, bringing creativity, passion and enthusiasm in order to reap the rewards! Effective design, implementation and operation of domestic tours will see you soar in this role!

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

Retail Travel Consultant Perth, \$50-55k, Ref: 1879DV3

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.

Travel Ski Product Specialist Brisbane, Competitive Salary + Incentives, Ref: 1850LM2

Do you have a passion for Snow Holidays? Move away from travel consulting and join a dynamic products team! If you want to combine your two loves; Travel and Snow, then this role is for you! My client requires a strong candidate with solid ski knowledge; 2 years travel experience and GDS skills. Personal ski experience is a must! In return you will receive a complete salary with incentives and further career opportunities. This is a rare opportunity and won't last long. Interviewing now!

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

Cruise Team Leader Sydney, \$D.O.E + Super, Ref: 1992MB1

Are you looking for something different in your day, wanting a mixture from just consulting? This is the perfect opportunity for an experienced Travel industry professional looking to develop your skills further. Our well respected client is looking for a dynamic and passionate Consultant with fantastic attention to detail. You'll managing air bookings, hotel and Cruise group allocations and booking any third party arrangements required, as well as leading by example and mentoring your team.

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

Leisure Travel Consultant Melbourne, Attractive Salary + Bonus, Ref: 1997TS1

A brand new opportunity has come up for an experienced leisure travel consultant to join this busy award winning agency group in the Eastern Suburbs of Melbourne. Our client is looking for a bright, bubbly and personable consultant who can offer exceptional customer service and deliver tailor made itineraries to their clients. The ideal candidate will have 3+ years of experience and have working knowledge of a GDS. You will be rewarded with a generous base and lucrative commission structure.

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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NATIONAL ACCOUNT MANAGER (BNE)
BUSINESS DEVELOPMENT MANAGER – MICE (SYD)
BUSINESS DEVELOPMENT MANAGER – CORPORATE (SYD)
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Click on the position titles above to learn more and apply.

Closing date for all positions is 30 October 2015.