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Travel Daily

First with the news

Tuesday 1st Sep 2015

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BYOjet turns over \$92.4m

ONLINE travel agency BYOjet recorded an 11% increase in total transaction value to \$92.4 million in the year to 30 Jun, with the business making a net loss of \$813,000 in the nine months since its merger with a division of publicly listed Disruptive Investment Group (TD 24 Sep 14).

Disruptive's annual report, released today, details the transformation of the business which closed down its retail operations to focus exclusively on web-based transactions.

BYOjet also received \$276,000 in government R&D grants during the year, the figures confirm.

Following the restructure which occurred in the Dec 14 quarter, the company recorded strong results in the last six months of the financial year, with \$3.4m in operating revenue and a

\$242,000 net profit.

BYOjet now has a customer base of 483,000 travellers and a portfolio of over 2,450 directly contracted hotels and flights from more than 400 airlines.

The company's JETMAX white label platform now has 22 live sites, with the system a key growth engine for the business.

Going forward BYOjet will continue to increase TTV, explore international opportunities for JETMAX and boost margins by cross-selling, improving purchasing power, rebates and "commissions through scale".

Albatross earlybirds

ALBATROSS is today highlighting the advantages of its 2016 Europe program, with earlybird savings of \$1,000 per couple - for details, see page 11.

Win with Travel Daily

TODAY we kick off a new monthly competition, offering readers the opportunity to win a fabulous Insider Journeys trip to Southeast Asia - see page eight.

Today's issue of TD

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

- AA Appointments jobs
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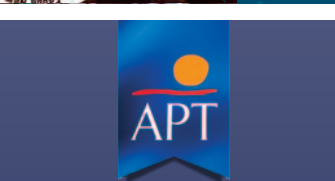
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Reviews key - TripAdvisor

TRIPADVISOR has published a formal White Paper which shows a strong correlation between the performance of a hotel and its engagement with guest reviews.

The study was undertaken in partnership with Atmosphere Research Group, analysing data from 12,000 properties in TripAdvisor's top 25 markets.

"Highly engaged hotels" - those which responded to at least 25% of guest reviews on TripAdvisor and have at least ten of their own photos on the site - were found to have almost four times as many page views, a higher TripAdvisor ranking and more booking enquiries.

Atmosphere Research also found specific patterns of behaviour in successful hotels,

including systematically encouraging guest reviews after their stays, making improvements based on feedback which in turn created a 'virtuous circle' leading to more bookings.

The report found improved "competitive effectiveness" from publishing review content in the hotel's direct booking channel.

A key driver was having fresh reviews, with guests considering feedback posted within 90 days to be more credible.

CLICK HERE to view the report.

FJ extra legroom seats

FIJI Airways passengers can now purchase seats with additional legroom on select international flights at the airport.

Seats are located in front of the bulkhead & exit rows, priced at FJD\$59 extra on short & medium-haul routes from Nadi, Suva, AKL, Melbourne, Sydney & Brisbane.

On long-haul routes (to Hong Kong and Los Angeles), the extra legroom seats are FJD\$99 more.

Pax who check-in online can buy the seats at the Service Desk.

VA Jeppesen deal

VIRGIN Australia has signed up for a new crew tracking solution to help the carrier monitor and resolve changes or disruptions to set crew schedules.

The Australian airline will use the Jeppesen crew management tool which alerts airlines in real-time with updated information on multiple crew scheduling factors, such as short connection times, missed check-ins and visa status.

"Efficient crew management is a key focus for us," said VA gm operations planning Shane Lord.

"Jeppesen's Crew Tracking solution will help us minimise the impact of disruptions in real-time".

Jeppesen is a subsidiary of aircraft manufacturer Boeing.

Eclipse famil place

ECLIPSE Travel has spots available on an upcoming 15-day South American agent famil, with applications due by tomorrow.

The trip will depart Australia on 07 Oct and return on 22 Oct, and includes all flights from Sydney plus land arrangements.

Express your interest at www.eclipsetravel.com.au.

Eligible Aust & NZ resid. travel agents 18+ only.
Cruise 9-17/9/16. See T&Cs for details.

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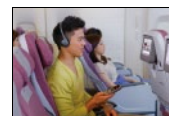
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Christchurch - Sydney	CI56	19:15	20:30	.2..5.7	
Melbourne-Christchurch	CI57	13:10	18:30	1.3..6.	
Christchurch- Melbourne	CI58	19:50	21:40	1.3..6.	



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CLICK HERE for further details

Qantas aircraft flying fuller

QANTAS Group seat factor rose 1.6 percentage points to 82.4% compared to the year prior during Jul as capacity increased 2.1% and demand jumped 4.1%, the carrier announced today.

Groupwide passenger carriage increased 2.1% to 4.4 million, with the Qantas International division leading the charge, up 5.3% to 535,000 movements.

Jetstar International traffic was also stronger than 12 months ago, rising 2.4% to 451,000, while Domestic showed gains of 4.4%

in pax numbers and a 3.1 boost in capacity as a result of improved leisure demand in key markets.

Domestic capacity for Qantas & Jetstar was marginally lower, with the Group saying growth on east coast routes was offset by adjustments to "softness" in the WA and Qld resources sectors.

Jetstar Asia suffered a 3.3% drop in passenger numbers, falling about 12,000 movements on the year prior, with seat factors at 77.3% (down 2.1%).

Anantara Peace Haven

MINOR Hotel Group will debut its first Anantara property in Sri Lanka later this year when the 152-room Anantara Peace Haven Tangalle Resort opens to guests.

The property comprises 120 guestrooms and 32 one- and two-bedroom villas with private plunge pools.

1/4 off Topdeck USA

THE 15-day Southwest States itinerary operated by Topdeck on 21 Sep has been reduced by 25%.

The tour starts in New Orleans and visits Lafayette, Austin, San Antonio, Santa Fe, Durango, Grand Canyon and Las Vegas before ending in Los Angeles.

It is currently priced at \$2,588 - more at www.topdeck.travel.

Rex mulls WA growth

REGIONAL Express Airlines will consider expanding into Western Australia as it seeks new routes to improve its balance sheet.

In its investor briefing, Rex said it was contemplating responding to the WA Government's tender for operations of licensed routes out of Perth.

MEANWHILE, Rex has added three Queensland regulated routes after winning the Qld Govt's regulated routes tender.

The airline services 24 ports in Queensland and 53 in total, not 24 as stated by **TD** yesterday.

QR/B6 c'share boost

QATAR Airways will add six new destinations in North America to its network through an expanded codeshare deal with New York-based partner JetBlue Airways.

The new routes include Daytona Beach, Albuquerque, Reno and Savannah on the mainland and Aguadilla & Ponce in Puerto Rico.



Window Seat

AIR New Zealand are renowned for their creative and quirky in-flight safety videos and a rare performance by one of their staff at the TravelManagers conference in Adelaide last weekend has now added to the impressive video library.

The carrier's niche markets business development manager Tim Swan is probably still wondering if Sun night's show was just a dream.

Swan was pulled out of the crowd by emcee and comedian ventriloquist Darren Carr at the Gala Dinner & Awards Ceremony, putting on a truly memorable Elvis performance.

His must-watch on stage 'King of Rock' impersonation received a roaring ovation and can be viewed by **CLICKING HERE**.

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Tuesday 1st Sep 2015

Homewood Anaheim Aus appeal

HILTON Worldwide is entering the Anaheim extended stay market with the Homewood Suites by Hilton Anaheim Resort-Convention Center opening by Dec.

The 215-room hotel backs onto Disneyland and features standard rooms, studios and one- & two-bedroom suites which offer fully equipped kitchens, full-size refrigerators, separate living areas and stove-top burners.

Property director of sales Darin Martin told **TD** last week during the Visit Anaheim roadshow that the local demand for the property has been "beyond expectation".

Martin said Homewood Suites was relatively unknown in the Australian market but has a portfolio of more than 350 locations in the United States, Canada and Mexico.

He likened the collection to Quest Apartment Hotels.

Specifically catering for guests in town for conferences and long

stay events of up to 14 days, the Anaheim property is keen to tap into the Australian family leisure market, providing a "home away from home".

Rooms feature either one king or two queen-sized beds along with a pull out sofa-bed.

Guest amenities include free wi-fi, brekkie and poolside social activities for the whole family.

The property offers a free shopping service, whereby staff will stock the pantry and fridge with groceries at market value, to take the hassle away from guests who can spend their time at attractions rather than shopping.

For more info on the hotel, see www.homewoodanaheim.com.

Delta SEA/YEG direct

NEW daily services will begin between Seattle and Edmonton from 19 Dec, operated by Delta Connection using CRJ700s.



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Agents blown away in Sth Africa



TEN agents from Australia and NZ recently took part in a 13-day South Africa trip, having won a place at South Africa Tourism's roadshow last year.

From Johannesburg, the group set off to spot the 'Big Five' at Sabi Sabi Earth Lodge.

Participants got an aerial view of Cape Town via a helicopter ride, followed by a guided city tour including Green Market Square,

Bo-Kaap and Long Street before finishing their day with a stay at the luxurious Table Bay Hotel.

One of the highlights of the trip was a visit to Grootbos Private Nature Reserve where they came face to face with a great white shark on a shark cage dive operated by White Shark Projects.

Pictured above are the winning agents at the picturesque Maiden's Cove, Cape Town.

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TravelManagers' big heroes for Little Heroes Foundation

Travel Daily
First with the news
Tuesday 1st Sep 2015



A PIECE of TravelManagers will have a lasting memory in Adelaide following the group's phenomenal efforts in support of the Little Heroes Foundation during their national conference last weekend.

Little Heroes Foundation raises funds towards essential equipment and services for seriously ill children and their families in Adelaide.

A combination of gold coin donations, a silent auction & other fundraising efforts from delegates throughout the weekend saw TravelManagers present the Foundation with a cheque for a whopping \$16,553 at the Gala Dinner on Sun evening.

During this year's team building challenge, delegates were split into groups and asked to create a series of three paintings on raw canvas (above) that represents movement, fun, children, motivation and inspiration.

The 108 completed pieces of artwork were combined to create a huge collage that will be mounted in the foyer of the new centre for robotics and innovation when it is built.

For lots more photos from the Focus-themed conference, see **Travel Daily's** Facebook page.

Below are other images taken during the weekend's activities.

LEFT: House of Travel Australia ceo Joe Araullo and TravelManagers exec gm, Michael Gazal with Olympic Gold Medalist & keynote speaker, Alisa Camplin.



BELOW RIGHT: PTM's Melinda Pigott, Michelle Michael-Pecora and Merran Wiggins catch-up at the "Taste of South Australia" Welcome event in the National Wine Centre on Fri evening.



ABOVE: Cara Blyth and Chanelle Hetherington of Intrepid Grp with NSW PTM Andreas Michael at Adelaide Oval for the Sporting Legends dinner.

TM's on the path to Focus

THE last 12 months have proven to be a challenging period for TravelManagers, with the home-based group unveiling a new brand, migrating mid-office systems and updating its GDS to the Amadeus Connect system.

Executive gm Michael Gazal told delegates at the 2015 National Conference in Adelaide over the weekend: "It hasn't been a walk in the park, and we've tested you to the limit...but we did it!"

Gazal reinforced the transitions were all implemented with a "vision to shape the future of the PTMs businesses".

Migrating to Amadeus Connect has provided PTMs with a mobile business platform offering the flexibility to run their business from anywhere in the world.

"We lead, not follow - and now it's time to focus," said Gazal, making reference to the theme of the event and how changes have had a significant impact on PTMs.

Improving communication and continuing to add value to PTM's were two keys areas Gazal identified he and the National Partnership Office (NPO) team would address in the year ahead.

Pilot testing new initiatives such as the latest app and Amadeus Next Gen, as well as NPO staff hosting cluster group meetings with PTMs to identify what is working and what is not have

proved to be a successful means of communication already.

The launch of the new website, an e-newsletter system, three editions of *Inspired* magazine, car signage and a dedicated merchandise portal have recently been rolled out as support tools for PTMs to improve communication with their clients.

Gazal also advised delegates to expect details in the coming weeks on specialised EDMs for earlybird fares and Cruise Week to promote to clients.

From 05 Sep, TravelManagers will introduce a Sat fares and ticketing service for its PTMs.

The three month trial will operate between 11am-3pm (Syd time), with a team based in Manila actioning queues for ticketing and reissues only.

"We are always looking at how we can continue to add value to you, and this is another way of making systems better for you", Gazal told PTMs.

Thailand next for TM

THAILAND has been named as the host city for TravelManagers National Conference in 2016.

Executive gm Michael Gazal said the destination in Thailand is yet to be confirmed, however the event will take place in Aug, with exact dates to be firmed up soon.

Looking for independence?

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The very best of Best Western



BEST Western Australasia has rewarded its best at its annual convention, held in Bali this year at the Best Western Premier Sunset Road Kuta.

In addition to its top performing properties, outstanding staff were also recognised for their efforts.

Best Western Australasia president Ian Sandilands said a concentrated focus on quality and the guest experience was paying dividends for member properties and the Best Western brand.

Sandilands is **pictured** above with Chris Inzitari, Best Western Plus Hovell Tree Inn; BWA regional services manager Lawrence Heasman and Michael Matulick from Concept Amenities.

Lion walking outrage

RESPECTED Southern Africa wildlife conservationist Colin Bell has urged the travel industry to book tickets to view a "riveting" new documentary which shines a light on the "canned lion" sector.

The film aims to change the perspective of anybody taking part in semi-tame lion walking and photos with lion cubs due to "financial exploitation" of lions.

Bell said this practice can have untold harm on Brand South Africa and safari tourism overall.

Screenings of *Blood Lions* are on tonight in Perth, 04 Sep in Sydney and 07 Sep in Melbourne - **CLICK** the relevant city for ticket details.

CZ to DXB, ROM, CHC

NEW international routes to directly link the Chinese province of Hubei with both Rome and Dubai have been announced by China Southern Airlines.

Dubai is expected to come online from Nov, with Wuhan to serve as a stop on the carrier's existing service from Guangzhou.

From 17 Dec, CZ will also launch a direct route between Wuhan & the Italian capital, operating three times weekly with A330 aircraft.

MEANWHILE, The Guangzhou-based carrier has also confirmed long-hinted flights to Christchurch which will take off from Dec.

The carrier will operate Boeing 787-8 *Dreamliner* three times weekly to the NZ south island city.

Europcar adds Kluger

CAR rental firm Europcar has added the new Toyota Kluger to its ANZ inventory, now bookable under the GFAR category.

The vehicle features five seats plus an optional two extra, aimed at the family or group market.

Argentina roadshows

DELEGATES representing the South American nation of Argentina will kick off a three-city series of roadshows in which they will meet with the local trade.

The visitors include the Argentina National Institute of Tourism and the Embassy of the Argentine Republic, led by Air New Zealand, which launches to Buenos Aires in Dec.

Aerolineas Argentinas is also in attendance, along with 12 destination management firms.

Shows kick off tomorrow in Melbourne followed by Brisbane on 03 Sep and Sydney on 04 Sep.

New GM at Hayman

ONE&ONLY Resorts has named Ed Brea as the new general manager at its Hayman Island property, effective from today.

Brea brings over 30 years trade experience including roles with Hyatt and Shangri-La Hotels.

Nanjing 72hr visa free

AUSSIE travellers can now stay for up to 72 hours without a visa in the East China city of Nanjing after city officials adopted the tourist-friendly policy as of today.

Nanjing is the 16th Chinese city to join the visa-free scheme.

Tuesday 1st Sep 2015



Money

WELCOME to Money, TD's Tue feature on what the Australian dollar is doing.

\$1AUD = US0.711

There are some glum faces at the stock market as mixed messages from global markets continue to pull the AUD in varied directions, down more often than up.

The local currency ended Aug in its worst state in over six years, with the Reserve Bank set to make its monthly decision on interest rates this afternoon.

Aside from a declining Chinese economy, the AUD is not going well in Asia overall, with losses reaching record levels against the Japanese yen.

Wholesale rates this morning:

US	\$0.711
UK	£0.462
NZ	\$1.117
Euro	€0.632
Japan	¥86.03
Thailand	฿25.451
China	¥4.534
South Africa	R9.448
Canada	\$0.934
Crude oil	US\$49.20

Vistara UAE move

FLEDGLING Indian startup airline Vistara has begun to spread its wings outside of its Indian homeland, appointing a GSA for the Arabian Gulf market.

The move is the carrier's first foray into sourcing sales in a market outside India.

Sharaf Travels will handle seat bookings for the carrier, which in less than a year operates 245 flights weekly from ten cities.

JetBlue to Palm Sprgs

AMERICAN low-cost carrier JetBlue has added Palm Springs to its route network, with a new seasonal service to begin 14 Jan.

Five return services per week will depart from New York JFK, operating through until 01 May.

The route will compete with Virgin America, which operates a once-weekly service each Sat and a second during winter peaks.

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I HAD the great pleasure of attending the TAANZ National Travel Industry Awards - New Zealand (NTIANZ) over the weekend and you would have read the great report and seen the picture gallery yesterday (*TD* 31 Aug).

The awards demonstrate the wonderful connection that Australia and New Zealand have and the strong relationships that exists within the travel industry.

NTIANZ has won over the New Zealand travel industry in the same way NTIA has in Australia. TAANZ has done a fantastic job in building the NTIANZ to deliver a quality industry recognition event.

Recognition is very important as it delivers both value to the industry at large and great benefit to the person or company that wins the awards.

As we continue to grow, change, update and improve the NTIA in Australia there is always the opportunity to learn from what others do.

The exchange between AFTA and TAANZ has a very long history and while many executives and officials have come and gone, the relationship between the two organisations has never been stronger.

As TAANZ has placed its own stamp on the NTIANZ, it is a proud moment to think that our friends across the ditch can celebrate and recognise using the formula and to a degree the format that has served AFTA and the NTIA in Australia for so many years.

A big congratulations also goes out to the NTIANZ major sponsor Air New Zealand who along with all the sponsors showed a tremendous level of support to make the event what it has now become for the NZ travel industry. And lastly, to all the winners, many who have deep connections to Australia, well done on your achievements.

It was great to see so many of the Aussie industry in Auckland to help the NZ industry celebrate in style.

Sunrise Fraser Coast

CHANNEL Seven's *Sunrise* weather team has returned to the Fraser Coast to broadcast live from the region this week.

The program crossed to presenter Edwina Bartholomew at Hervey Bay this morning and will cross again tomorrow morning from Fraser Island.

InterCon Fiji appoints

INTERCONTINENTAL Fiji Golf Resort & Spa has appointed two new area directors of sales and marketing.

Robert Miletic will represent the three properties in the South Pacific, while Kamal Haer will look after seven IHG Bali Resorts.

Malaysia travel alert

THE Department of Foreign Affairs & Trade has advised Malaysian authorities have made a number of arrests of persons allegedly involved in planning terrorist attacks, including against entertainment venues in the capital, Kuala Lumpur.

DFAT advises Aussies to consider the kinds of locations known to be terrorist targets (commercial and public places frequented by foreigners) and the level of security provided when planning activities in the city.

The level of advice for Malaysia overall remains at "Exercise normal safety precautions", except for eastern Sabah.

LAS gets A380 ready

LAS Vegas plans to add seven international gates at McCarran Int'l Airport, one of which will be A380 friendly, with construction set to commence later this year.

Infinity Hawaii mega reward



INFINITY Holidays, Hawaii Tourism Oceania and Hawaiian Airlines recently joined forces to host 25 top selling agents from the Flight Centre Travel Group on its Infinity Mega Educational Rewards Famil.

The group enjoyed four nights on Hawaii Island and two nights on Oahu.

Highlights for the trip included

Helicopter Volcano Tours, zip lining, trekking through rainforest and cultural activities.

Pictured with FC agents are escorts Vanessa Laing and Louise Blythman from Infinity Holidays, Charis Ricafuente Hawaii Tourism Oceania & Meredith Salotto from Hawaiian Airlines.

SkyGreece shut down

SKYGREECE Airlines temporarily ceased all operations over the weekend, advising passengers to contact their travel agent to arrange for alternate travel and/or accommodation.

The airline issued an apology, saying the company's "current operational crisis" is due to financial setbacks and "technical issues", but that it expects to resume operations soon.

DNSW hols campaign

DESTINATION NSW has begun a new publicity campaign promoting Sydney short breaks and Regional NSW getaways ahead of the spring School Hols.

The campaign focuses on Sydney attractions including Wet'n'Wild Sydney, the Wild Planet exhibition at the Australian Museum and indoor skydiving.

Regional NSW getaways are promoted, featuring activities such as a cooking class at Julie's Place on the Central Coast, run by *MasterChef* winner Julie Goodwin, whale watching, fossicking for opals, gold and gemstones and Snowy Mountain hiking and horse riding.

Win a SWATCH watch



This week, Switzerland Tourism is giving away a funky Swatch watch valued at \$75 to one lucky agent. At the end of the four-week competition (24 Aug - 18 Sept), the agent with the best answers over that time will win the ultimate prize hamper comprising a Victorinox suitcase, a beanie, mittens and flip-flops, valued at \$900. Don't miss out!

Home to 40 museums, Basel is a city of culture with the highest concentration of museums in the country. The contrast between new and old is celebrated with various events throughout the year.

To win the watch have the best answer to all the questions. Send all of your answers to switzerland@traveldaily.com.au

Yes or no: is Basel a major cruise hub in Europe?

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Business Manager NSW

A vacancy exists for a full time **Business Manager NSW – helloworld Branded Network Retail, based in North Sydney.**

This position will play a key role in maximising both individual member and helloworld profitability and provide direction to the helloworld network. To be successful in this role you will be a results driven individual who is passionate, energetic, and able to communicate effectively at all levels and be able to deliver value to the branded retail network by driving company initiatives.

If you are interested in applying for this role, please send your resume to Lynda.wallace@helloworld.com.au



WIN WITH INSIDER JOURNEYS

This month Travel Daily and Insider Journeys are giving away a trip including return economy class airfares, 3 nights in Saigon, Cu Chi Tunnels tour & city tour, Mekong delta tour, 2 nights in Siem Reap, tour of temples of Angkor by Tuk tuk and return airport transfers.

Insider Journeys (formally Travel Indochina) has been operating Small Group Journeys and tailor-made holidays to Asia for 22 years. Insider Journeys' idea is simple- to explore and share the essence of Asia's culture, natural beauty, cuisine and, most importantly, its people.

Answer each daily question correctly and have the most creative answer to the final question to win. Send your answers to insiderjourneys@traveldaily.com.au

Q1. Name the three styles of travel Insider Journeys offers.

Rocks creperie opens

A NEW creperie has opened at AccorHotels' flagship boutique MGallery hotel, Harbour Rocks Hotel in Sydney.

Creperie Suzette serves up a range of seven savoury and seven sweet crepes, with prices from \$9.

The eatery is open seven days a week from 7:30am-3:30pm.

SYD T1 duty free open

SYDNEY Airport has started Phase 3 of Terminal 1 upgrades which includes the opening of the first phase of Heinemann's T1 Departures duty free store.

When complete, it will be the largest duty free store globally.

Boeing 777-X config

BOEING has completed the configuration design for the 777-9, the first of the 777X family which allows designing parts, assemblies and other systems for the aircraft to begin production.

NSW Pro Surf series

MAROUBRA, Cabarita, Avoca and Boomerang Beaches in NSW are expected to draw big crowds as part of the NSW Pro Surf Series secured by the NSW Govt.

A world-class field of surfers will participate in the inaugural series.

The three year deal announced by Minister for Tourism & Major Events Stuart Ayres will run from 15 Jan to 03 Mar and is tipped to inject \$4m to the NSW economy.

Pullman Hubei debut

ACCORHOTELS and Yichang Xin Hua Yuan Real Estate have inked a deal which will see the first Pullman hotel in the Hubei Province open in 2018.

The 250-room new-build hotel in Central China will take up 16 floors of a 35 floor building, which will also house offices.

AccorHotels has previously partnered with Xin Hua Yuan to open the Novotel Wuhan Xinhua.



EARLIER this month a group of Melbourne travel agents were treated to a luxury famil to Rayavadee in Krabi, Thailand.

The agents spent two nights at Aava Resort & Spa, Rayavadee, where they indulged in a BBQ beach dinner, visited the Wang Thong Limestone Cave and ventured to Bamboo Island on a sea excursion.

They then spent two nights at The Sarojin, where they enjoyed a waterfall dinner, spa treatments, a Thai cooking class and lunch

TAM adds Punta Cana

ONEWORLD'S Latin American carrier TAM Airlines is set to launch new flights between Brasillia, Brazil and Punta Cana, Dominican Republic.

Commencing 05 Dec, the four weekly service will be operated using Airbus A319 aircraft.

Flights beyond 15 Mar are still pending regulatory authorisation.

Wyndham on Patong

WYNDHAM Hotel Group has opened a 206-room Ramada Phuket Deevana on Thailand's Patong Beach.

The \$38 million development offers Deluxe rooms, Premier rooms and Junior suites, all with private balconies.

It also has a third-floor swimming pool, fitness centre, kids club, restaurant and Spa.

and went on an elephant trek.

Pictured: Karen Hitchings, The Unique Tourism Collection and Kerrin Trenorden, Thai Airways escort the agents on the famil.



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CONGRATULATIONS

Steve Loch

from Virgin Australia

Steve is the top point scorer for Round 25 of Travel Daily's NRL industry footy tipping competition. Steve has won a prize pack from Disney Cruise Line.



Major Prize:

Two return Economy Class airfares to Dubai with Emirates

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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Are you ready to jump ship & come aboard? With Cruise Specialists roles available throughout Sydney, you can represent elite cruise liners & river cruises to travel agents & direct passengers. Create cruise only, flights, pre/post accommodation or bespoke all-inclusive packages. Utilize your exceptional cruise knowledge to be rewarded with top salary & incentives, top famils/inspections & an office close to home! If you have min 2 years cruise exp, GDS skills & a passion for the seas, set sail in one of these amazing roles!

SPECIAL INTEREST TOURING

GROUP TOURING COORDINATOR

MELBOURNE (EAST) –SALARY PACKAGE \$59K+

Are you an experienced international travel consultant seeking a role with a point of difference? Responsible for the coordination of a number of international touring products, you will liaise with suppliers, airlines and travellers, to ensure the smooth running of each individual tour. Not only will you be offered a set salary package, you will enjoy a behind the scenes role that will see you make a step closer to working in product. Minimum 18 months recent international travel consulting experience required.

LOOKING FOR SOMETHING MORE?

CORPORATE TRAVEL CONSULTANT

PERTH (CBD) – SALARY PKG TO \$75K (INCL. BONUSES)

With several new accounts secured, this global travel management company are hiring on a national level. Working for this award winning company, you will enjoy a high base salary together with added monetary bonuses and exceptional employee benefits. If you are an experienced international travel consultant with experience booking business travel, now is your chance to move the big guns. Do not miss this opportunity, enquire with us today and fast forward your career.

PART TIME PLEASURE

LEISURE TRAVEL CONSULTANT

MELBOURNE (INNER) - SALARY PKG TO \$60K (PRO RATA)

Tired of working 40 hours per week? Looking to return to the travel industry after a short break? This boutique high end travel agency in Melbourne's inner city is seeking a highly experienced leisure consultant with solid destination & product knowledge to join their highly experienced team. With the flexibility to choose your working hours, you will utilise your high end travel knowledge to offer superior service to these long standing discerning travellers. A min 5 yrs recent international travel consulting experience req'd.

SAIL AWAY WITH THIS GREAT ROLE

WHOLESALE CRUISE CONSULTANTS

BRISBANE CBD – OTE \$55K ++

Fancy yourself a cruise expert? Based in the CBD this dynamic travel company is looking for sales superstars to join their cruise wholesale team. Your day will involve liaising with agents, not only selling worldwide cruises to exotic destinations but also the variety of arranging the whole holiday. With your exceptional customer service you will be able to cross & upsell to ensure your clients booking the best package. Superb \$\$ package & the best benefits! All you need is 12 months consulting or reservation experience.

JOIN A GREAT TEAM

ONLINE TRAVEL CONSULTANTS

BRISBANE CBD – OTE \$50K ++

An exciting new opportunity exists to join this dynamic travel company as an online travel consultant. You will be working in a busy office where you'll be handling online enquiries and converting into sales. You will require strong communication skills, high level attention to detail along with delivering exceptional customer service. This position will require you to work weekend and after hours shifts. Superb \$\$ package & benefits! All you need is 2 years consulting experience, proven sales skills & a great attitude!



Counter Offers - Things to consider when counter offered

Read the latest inPlace Blog



Ben Carnegie

Inbound Operations Manager - Sydney

- ▶ Relaxed & supportive team environment
- ▶ Highly successful Inbound Agency
- ▶ Salary from \$70K + super

An opportunity to join one of Australia's leading boutique Inbound Travel Agencies has become available and candidates are being sourced for immediate interviews.

As operations manager it will be your responsibility to oversee all internal activities to ensure a professional & customer focused experience to encourage repeat business & maintain the companies excellent reputation.

Ideally you will possess a strong background working within the Australian Inbound market & have experience handling the discerning European inbound traveller. Experience using TourPlan system is a huge advantage however similar programs will be considered. Overall knowledge of operations within a travel business is essential.

If this has been the opportunity you've been waiting for, then don't delay, apply today to secure your interview.

Call Ben or [click here](#) for more details

Wholesale Consultant - Inner Sydney

- ▶ Brand new harbourside location
- ▶ Relaxed supportive team
- ▶ Excellent salary package depending on exp

Due to business growth our client is looking for an exp. Wholesale Consultant who prides themselves on delivering premium service to agents for worldwide travel packages.

Call Cristina or [click here](#) for more details

Inbound Operations Manager - Melbourne

- ▶ Inspiring domestic product
- ▶ Inner suburbs of Melbourne CBD
- ▶ Salary negotiable based on experience

Highly respected agency, well established with low staff turnover. Hands on role supervising a small team of exp. FIT consultants. Knowledge of Aust. luxury product an adv.

Call Ben or [click here](#) for more details

Travel Technology Help Desk Support

- ▶ Sydney location
- ▶ Varied role supporting technical applications
- ▶ Salary to \$60K + super

Utilise your highly developed technical skills to assist travel systems customers as well as identify opportunities to further develop company products. Airfare/ Wholesale exp.

Call Cristina or [click here](#) for more details

Airfare Specialist Cruising - Sydney

- ▶ Great dynamic workplace
- ▶ One hour lunch break everyday in the CBD
- ▶ Salary \$55K + super with excellent career opportunities

Work with the reservations team to quote and issue the airfares part of a large range of cruise itineraries. Fast paced office alive with activity! Strong air & ticketing req.

Call Cristina or [click here](#) for more details

Online Cruise Consultants - Sydney

- ▶ Extensive variety of product
- ▶ Passionate, friendly team
- ▶ Salary from \$60K OTE - uncapped commissions!

Due to constant growth this team is expanding. If you have previous cruise sales experience & want to sell world-wide cruise holidays with uncapped commission - apply now!

Call Ben or [click here](#) for more details

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