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Wednesday 9th Sep 2015

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## IATA billing cycle to halve

**THE** phased introduction of a seven day billing cycle for IATA agents in Australia (**TD** breaking news) is just the start of changes for IATA accreditation, with the Association working towards the introduction of a new multi-country settlement plan.

Under the changes revealed this morning, the current 7 day BSP with 14 day settlement in Australia will move to a 7+7 arrangement, with the payment cycle initially reducing by three days on 01 Feb 2016.

The full implementation of the seven day settlement will become effective two years later, on 01 Feb 2018, with AFTA ceo Jayson Westbury saying the phased approach will give time for IATA agents to adjust their business arrangements to accommodate the reduction.

"With the ever more electronic

platforms that the travel industry now enjoys and the strengthening of financial criteria and industry professionalism in the new industry-led environment, this change is timely for all involved in the travel value chain," he said.

Although only about 30% of travel agents in Australia are IATA-accredited, Westbury told **TD** he expects the impact to be felt across the industry with consolidators expected to adjust their operations in accordance.

Although IATA has yet to formally accept the change, it's expected to be rubber-stamped at the upcoming annual IATA conference in Geneva next month.

Westbury said IATA is moving to tighten credit across the globe, with the change bringing Australia into line with other markets such as New Zealand which is already on a 7+7 BSP cycle.

Going forward IATA is also working on NextGen ISS, which as well as multi-country settlements, addresses new methods for IATA accreditation, BSP credit limits, and easier ways for travel agents to pay airlines.

### Today's issue of TD

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

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## VA unveils BNE upgrades

**VIRGIN** Australia patriarch Sir Richard Branson this afternoon revealed the long awaited new & upgraded facilities at Brisbane Airport's domestic terminal.

Along with the introduction of VA's 'Premium Entry' experience at BNE that enables kerbside-to-lounge access for Business Class & eligible Velocity members, the lounge is now double its previous size, features an Espresso & Wine Bar as well as enhanced valet service, providing a seamless transition from car to terminal.

The terminal itself has seven new aerobridges and expanded

seating areas.

Virgin Australia pax waiting for departing flights will also be able to charge devices at new power & USB points, or relax at lounge chairs and tables.

The terminal will feature nearly 20 new retail outlets, set to roll out from the end of 2015.

Branson said he was "thrilled" to be in Queensland to celebrate the terminal's opening, the same place the airline was launched 15 years ago with two aircraft.

"Brisbane and the broader Queensland market are an integral part of Virgin Australia's flight network and today sets a new benchmark for all travellers at Brisbane," Branson said.

"A strong Virgin Australia is good for Queensland, it's good for Australia and I think it keeps Qantas honest," he quipped.

Queensland Premier Anastacia Palaszczuk applauded Virgin Australia's revamped BNE facilities, saying it is a "show of confidence in our great state as a place to do business".

More from the new VA Brisbane Domestic Terminal on **page four**.

## Heads roll at United

**UNITED** Airlines today revealed the shock departure of chairman and ceo Jeff Smisek, who has stepped down from his role heading one of the world's largest airlines as the result of an internal investigation (**TD** breaking news).

Smisek, along with a number of other senior executives, had been under scrutiny by US officials over ties with David Samson, the former head of the Port Authority of New York and New Jersey.

A number of reports cite Samson describing a United Airlines flight between Newark and Columbia, South Carolina, where his wife has a home, as "the chairman's flight".

UA ceased operating the route a few days after Samson left the Port Authority last year.

United Airlines has appointed existing director Oscar Munoz, formerly head of transport group CSX, as its new president and ceo, while independent director Henry L. Mayer III will become non-executive chairman.

The Star Alliance carrier said the investigations are continuing, with the company continuing to cooperate with the government.

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## Air NZ loves Aussie agents

AIR New Zealand clearly showed its respect for the travel industry yesterday, with the carrier's ceo Christopher Luxon in person addressing 400 Australian agents in Auckland at the start of the NZ All Stars famil.

Luxon highlighted the carrier's Tasman partnership with Virgin Australia which combined operates over 400 weekly flights between the countries.

"Australia is a critically important market for us," he said, with more than 1.1 million Australians heading across the ditch last year - and a huge propensity to travel to New Zealand which is ripe to be harnessed by the travel industry.

Luxon outlined major investments by Air New Zealand including the new \$15 million lounge in Sydney, with another flagship lounge to open in Auckland later this month.

He highlighted the carrier's strong focus on innovation, with kiosk check-in now live for international travel and a range of developments under way such as biometric check-in, electronic bag tags and the pending introduction of wide-body 787 flights over the Tasman which will also see the launch of Premium Economy on the route.

Air NZ has launched three new destinations this year: Singapore, Buenos Aires and Houston and is boosting its ties with Beijing via a tie-up with Air China (**TD 02 Sep**).

Additionally, Luxon confirmed Air New Zealand is working on special electronic bracelets for unaccompanied minors, so parents and carers can track them during their journey.

"If the flight is diverted to Melbourne you'll know about it and you can even choose to leave them there," he quipped.

## Excite signs UK deal

EXCITE Holidays has signed a new preferred partnership agreement with The Travel Network group in the UK, as the Australian online travel wholesaler continues its European expansion.

Under the pact The Travel Network Groups' 800+ independent UK travel agencies will be given access to Excite's preferential rates at over 250,000 properties across the globe.

Agencies will also receive 24 hour customer service and be invited to take part in regular familiarisations and incentives.

"This deal marks a huge step forward for Excite Holidays," said Excite's head of sales UK, Adrian Marpole.

"The UK is an extremely competitive market, but since our launch here last year we've seen great momentum and the feedback from agents has been excellent".



## Window Seat

RIVALRY in airline sports sponsorship came to the fore in Auckland yesterday, when Air NZ ceo Chris Luxon highlighted the carrier's latest safety video which features the All Blacks rugby union team.

Speaking to Aussie agents at the start of the NZ All Stars famil (**see p8**), Luxon said "I just wanted to show you what a winning rugby team looks like... after the victory in the Bledisloe Cup against that other team across the ditch, sponsored by that other airline".

Of course he was referring to the Qantas-backed Wallabies - so it will be particularly interesting for airline pundits to contrast the performance of both teams in the upcoming Rugby World Cup in the UK.

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## Travel Daily on location in Brisbane

Today's issue of **TD** is coming to you courtesy of **Virgin Australia**, which today officially opened its **Brisbane Business Lounge**

**THE** recently soft launched Virgin Australia Brisbane lounge is now fully operational having seen a complete makeover and roll out of the airline's 'Premium entry' concept, already available in Sydney and Melbourne.

Business Class pax now have a dedicated 'fast track' passage from the valet parking area, through private security screening lanes to the refurbished facility.

When they reach the lounge, they will be greeted with a dedicated espresso bar, space for over 400 seated guests and a new food and beverage area.

See **Travel Daily's** Facebook page for exclusive lounge pics.

## QF up HKG and MNL

**FOUR** additional weekly flights between Sydney & Hong Kong are being introduced by Qantas from 26 Oct, complementing its daily services available ex Sydney, Melbourne and Brisbane.

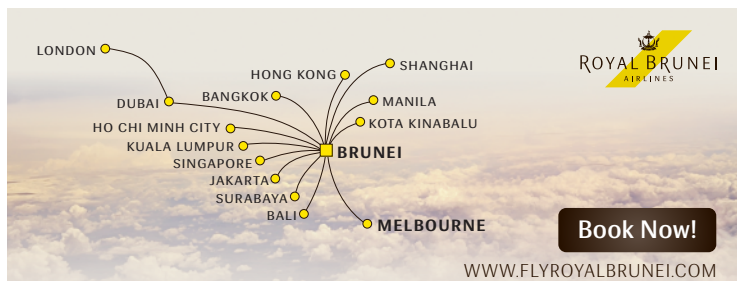
The new capacity - operated by refurbished Airbus A330s with lie-flat Business class seats - enable QF to offer double daily flights to Hong Kong ex Sydney on peak days of the week, QF International ceo Gareth Evans said.

In addition, Qantas is jacking up its frequencies on the Sydney-Manila route, adding a new fifth weekly flight (on Sun) over the peak holiday season, from 06 Dec through to 20 Mar.

## CZ SYD 3 daily fixed

**CHINA** Southern Airlines has converted its seasonal third daily Guangzhou-Sydney service to year round, GDS displays show.

The SkyTeam member carrier's extra daily flight (CZ601/CZ602) will commence from 10 Dec.



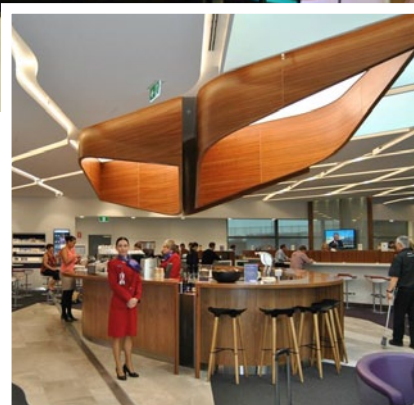
## Branson all smiles at VA BNE revamp



**PREMIUM** Virgin Australia flyers arriving at Brisbane Airport now have a facility befitting their loyalty status in the carrier's newly reopened Domestic Terminal & Business Class Lounge.

Working closely with Brisbane Airport Corporation, Virgin Australia has invested in a significant upgrade for all of its customers ranging from improved seating and dining through to new retail options.

Like its Sydney and Melbourne counterparts, Virgin's new Business Class lounge offers



Velocity Gold, Platinum and The Club members with direct entry from the kerb via a dedicated check-in and security lanes.

Guests are greeted with a well-lit foyer area, ascending to the lounge proper and offered all-day dining and barista service, espresso and wine bar.

The 440-seat facility has been completely redesigned from its previous incarnation and offers separate areas for guests to work, dine or relax prior to heading to a boarding gate.



## New Zealand

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# It's Gold, Gold, Gold for Insight!

A COLLECTION of 32 of the most extravagant tours in Insight Vacations' history have been compiled into the freshly released 'Luxury Gold' program (**TD** yesterday).

The new brochure was unveiled to agents at a special celebration last night in Sydney, hosted by Insight's local managing director Joost Timmer (**pictured left**) and ceo John Boulding.

The duo also unveiled Insight Vacations' core Premium Touring Europe, Britain, Eastern Mediterranean & Morocco brochure for 2016.

It features nine new all-inclusive premium escorted trips.

Speaking with **TD** yesterday, Boulding described Luxury Gold as a "nuance" of its Insight Gold Luxury offering, emphasising it was not established to compete with enhanced programs of rivals, but to cater for increasing demand for upmarket product - led by the Australian market.

In Europe there are 10 Luxury Gold itineraries, including the 12-day Ultimate Italy, eight-day Luxurious London & Paris and 13-day Spain & Portugal in Style.

The program is based on four key ingredients - top-shelf hotels, unique dining, exclusive VIP experiences & unrivalled service.

In detail, Boulding said the "very best" grand hotels, boutiques and resorts were utilised in Luxury Gold, such as the 5-star Milestone Hotel, rated the highest in the UK in TripAdvisor's most recent Travellers Choice Awards.

In Paris, guests stay at Napoleon Hotel and in Versailles, the Trianon Palace, Waldorf Astoria, within the grounds of the Chateau of



Versailles is featured.

Dining options include Michelin star and epicurean venues, small bistros, grand restaurants or dine-around experiences that "really evoke the character of the place being visited".

Among the Michelin restaurants is *El Riccio* on the island of Capri, specialising in neapolitan seafood cuisine from the Bay of Naples, or *Le Dauphin* in Normandy, where nobility have previously dined.

Every trip offers unique VIP experiences that cannot be done independently, such as private visits of the Sistine Chapel in Vatican City or the Vasari Corridor in Florence which spans the Pitti Palace to the Uffizi Gallery.

Also small group tours of bistros, chocolatrias and cheesemakers to sample local foods, Boulding said.

Service is another core element, "because price isn't what Luxury Gold is about, it's about attention to detail and the services of our travelling concierge".

Private transfers with meet & greet throughout, hotel room bag collection and late starts (after 9am) are also all included.

**CLICK HERE** for more details.

## DB launches into Aus

**LATIN** American destination management firm DB Americas has opened in the Australian market, showcasing its brand of bespoke tour offerings.

Based in Santiago but run by Australians, the company aims to create tailored itineraries for discerning clients seeking cultural and authentic experiences between Mexico and Antarctica.

DB Americas says with a team on the ground in South America, it is able to identify and bring the latest products and experiences to the Australian market more quickly and efficiently.

## Kenya campaign

**KENYA** has launched a new int'l brand campaign, building on its world-class safaris & beach holiday offering and tapping further into segments such as the MICE market, sports, adventure and cultural tourism.

The 'Make It Kenya' campaign will be driven by a new digital portal ([makeitkenya.com](http://makeitkenya.com)), that features "rich shareable content, which will help connect Kenya to the world", via computers, smart phones and digital devices.

"Through this bold & innovative approach to drive Kenya's story, we will show people the scale and quality of Kenya's tourism offering from adventure, health and therapeutic tourism to our massive investment in tourist infrastructure," said Kenyan President Uhuru Kenyatta.

## CX's Jones promotion

**CATHAY** Pacific's stalwart of 21 years Richard Jones has been promoted to the role of sales & marketing manager, Australia.

Most recently, Jones was CX's corporate sales manager, Australia/bdm for NSW/ACT.

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## New & Beyond reps

**LUXURY** experiential travel firm &Beyond has appointed The Mint Partners as its public relations representatives in Australia.

&Beyond operates 33 bespoke lodges and camps in Africa and India, along with luxury safaris.

## 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!

Frequented by adrenaline seekers, the unique setting of lakes and rugged mountains that make up this adventure capital are hard to beat. Mountain rails, cable car rides, paragliding, hikes and more, this place is every adventurer's dream.

To win the watch have the best answer to all the questions. Send all of your answers to [switzerland@traveldaily.com.au](mailto:switzerland@traveldaily.com.au)

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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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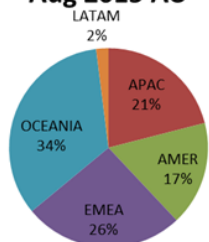


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#### Expedia TAAP Destinations

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Expedia TAAP reported strong trading with continued YOY growth in August with 561 destinations booked by Expedia TAAP agents in Australia last month. The top ten destinations booked were Sydney, Melbourne, Singapore, Kowloon, New York, London, Bali, Los Angeles, Brisbane and Paris. Gold Coast, Oahu and Perth were just outside the top 10. As the pendulum swings back to the end of the European summer EMEA dropped 7% to 26% market share. OCEANIA up 5% to 34%. USA steady at 17% last month while APAC was up 2% to 21% of the destination mix.

Australia has shown massive growth over Year on Year and doesn't seem to be slowing down. The top 5 countries after Australia remained unchanged with USA, UK, Italy, France, Singapore and New Zealand. Some of the out of the way destinations last month included Wroclaw Poland, Takayama Japan, Ushuaia Argentina and Rethimnon Crete. Your great service and our great rates, keep your customers coming back.



## Sunrise RTW first

**CHANNEL** Seven breakfast show *Sunrise* has joined forces with Flight Centre to attempt a breakfast TV first - broadcasting live from five cities in five days.

The effort is aimed at promoting Flight Centre's round-the-world airfares and expertise as well as a number of major destinations.

A special landing page has been added to Flight Centre's website where viewers can learn more about the week as it progresses.

*Sunrise's* crew, including Kachie, Sam, Nat, Beretts and Eddy, will start the week in Dubai before heading, in order, to London, New York and Niagara Falls before ending the week in Cancun.

In all, the week will consist of seven flights and a total of 48 hours and 22 minutes in the air.

Celebrity guests will take part at each stop including Ed Sheeran, Phil Collins, Adam Lambert and Seal, with more to be revealed.

"Broadcasting three hours live from five countries in five days represents our biggest logistical challenge yet," *Sunrise* executive producer Michael Pell said.

"If we can pull it off, it will make history and provide a spectacular week of viewing."

## Nha Trang Worldhotel

**WORLDHOTELS** has expanded its independent hotel network to include the brand new 70-room Cam Ranh Riviera Beach Resort & Spa in Nha Trang, the group's sixth property in Vietnam.

## Agents get to grips with New Cal



**SEGWAY** riding was just one of a variety of fun activities enjoyed by this group of agents recently during a famil to New Caledonia hosted by Qantas Holidays, New Caledonia Tourism and Aircalin.

Over four days, the group visited Green Island for snorkelling with schools of tropical fish, enjoyed some French cuisine at a cultural

cooking lesson and toured the city highlights of Noumea.

**Pictured** above from left bound for a 'wheely' good time are Jason Cooley, helloworld St Ives; Elise Fuller, Moss Vale Cruise & Travel; Ella Reece, Bathurst Travel Centre; Sarah Harris, helloworld Bonnyrigg; Lauren Stuchbury, Qantas Holidays; Yvette Gray, Sylvania Travel & Cruise and Alicia Black, All Australian Journeys.

## Extra RWC tkts on sale

**AN ADDITIONAL** batch of 10,000 tickets have gone on sale for the five Rugby World Cup 2015 games being played at The Stadium, Queen Elizabeth Olympic Park, which includes matches featuring the All Blacks and Springboks.

Around 50,000 tickets for 29 matches are also still available, organisers said this morning.

To date, some 2.2 million tickets have been sold to the tournament which kicks off on 18 Sep and runs through to 31 Oct.

See [tickets.rugbyworldcup.com](http://tickets.rugbyworldcup.com).

## EK ups St Petersburg

**EMIRATES** is upgauging capacity on the Dubai-St Petersburg route, replacing Airbus A330-200 with Boeing 777-300ERs on six weekly services, effective 25 Oct.

From 01 Dec, EK will expand the aircraft switch to its seventh weekly flight to the Russian city.

The move represents a 50% capacity increase on the route & will see Emirates deploy its First Class Suite to St Petersburg for the first time.

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**THE** first brand new ship to base itself in Australia - *Ovation of the Seas* - will headline another huge wave season in 2016/17, Royal Caribbean International says.

Still fifteen months away, the season will see six ships from the Royal Caribbean International and Celebrity Cruises fleets sailing in Australian waters.

As well as *Ovation*, RCI will see *Voyager*, *Radiance* & *Explorer of the Seas* sail ex Sydney along with *Celebrity Solstice*, with *Legend of the Seas* returning to Brisbane.

The line last night launched its 2016/17 season in grand style at Sydney's Dockside Pavilion at Darling Harbour, with hundreds of travel agents just as excited for the season as RCCL itself.

Asia-Pacific regional vice-

president Gavin Smith told **Travel Daily** there were so many things cruisers could get excited about.

"Being able to welcome back *Celebrity Solstice* is a real privilege because she's just such a world-class ship.

"Then of course at the end of 2016 we've got the amazing *Ovation of the Seas* coming - and that's really going to change the way Australians cruise.

"It will change their perceptions of cruising and every belief they've had about the concept will be fundamentally changed.

"We've got some really exciting days ahead," he added.

Smith is **pictured** above centre with commercial director Adam Armstrong and head of sales Australia & NZ Peter McCormack.

**PASSENGERS** have been evacuated from a British Airways aircraft after an engine caught fire at Las Vegas McCarran Airport before a flight to London Gatwick.



## AFTA update

From AFTA's chief executive, Jayson Westbury



**FOR** those in the industry that continue to be IATA accredited, which is now around 30% of agents in Australia, there is a big change coming in February next year.

Over the past two years AFTA and the Agency Program Joint Council (APJC) have been in discussions with IATA and the airlines in relation to this change.

The issue relates to the BSP settlement time which is to be reduced by three days from the 1st February 2016 and a further four days from 01 February 2018.

Ultimately the program will be a seven day BSP with a seven day settlement - the same as is in place now in New Zealand and many other markets across the world.

What this means is that IATA agents will need to remit to IATA earlier than they currently do and no doubt this shortening of settlement will expand across the industry even if you use a consolidator.

If there is any consolation to this change, IATA is moving to tighten credit across the globe. This change has to pass the Passenger Conference which is set to run in October of this year, but I don't see any reason why it will not be passed at the conference and implemented.

Having just returned from Geneva, changes to both the local financial criteria and BSP settlement timing are being felt by many other markets, so this is not just an Australia change.

As with all things in the travel industry, change is the new normal both at IATA and AFTA. The WTAAA continues to work with IATA and the airlines to make sure that the global agency program and BSP remain relevant, current and fit for purpose in this modern payment environment at a global level.

Further changes to the BSP are being negotiated which will include changes to the options that travel agencies have to the way they are accredited with IATA, pay IATA and ultimately interact with IATA.

Electronic payment modernisation and simplification means that IATA needs to look for different, more efficient and immediate ways to get money moved between travel agents and airlines.

The big shake up is coming in the form of what IATA has called NextGen ISS. NextGen brings an entire new way of addressing credit limits in the BSP - easier, simpler and faster ways to pay for travel agents and for the global monsters a new multi-country settlement plan.

Having been involved with IATA at a global level now for some six years, this is a genuine attempt by a very set-in-its-way organisation to look at a more modern, fit for purpose approach to the global passenger agency program.

For Australia we are at the forefront of reform and these new ideas from IATA bolt on perfectly to the industry-led regulated environment that Australian travel agents now find themselves in.

No doubt more information about the pending changes will be released over the coming months.

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## Starwood to Sulawesi

**FOUR** Points by Sheraton has opened its latest property in Indonesia, making its debut on the island of Sulawesi.

The Four Points Makassar in South Sulawesi offers 270 rooms, five dining venues, pool and gym and is the 16th Starwood group property in the country.

Starwood's four-star value brand is expected to surpass 200 global locations by the end of the year.

## Serko watching bags

**USERS** of the Serko Mobile online travel booking & expense management system can now utilise a 'Bag Tracker' feature to keep an eye on checked luggage.

The app allows for up to three bags to be watched, working via a small beacon which, once paired with the app, goes into the bag.

A 'Carousel Mode' also notifies the user when their bag appears so as to avoid jostling in crowds.



# Accommodation Updates

**WELCOME** to Accommodation Updates, *Travel Daily's* Wednesday 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](mailto:accomupdates@traveldaily.com.au).



Already a luxurious hideaway, **Lizard Island** has stepped the opulence factor up another notch with the unveiling of its two-bedroom haven known simply as **The Villa**. Both include an ensuite, while the master offers a bath. A full-size lounge, butler's kitchen, outdoor relaxation area and balcony overlooking an eight-metre private plunge pool all complementing the offering. The Villa is open to book now.



A prototype room showcasing the elegance coming soon to **The Sebel Kirkton Park Hunter Valley** has been released. Each of the resort's 70 rooms will soon undergo the makeover to transform it into "21st century chic", with designer rugs, artworks and high-end furniture coming. The hotel will also be re-imagined, with a new lobby, restaurant, wine lounge and bar, due for completion in Nov.



The final touches have been added to the newly remodelled **Aleanta Phuket Resort & Spa** in Phang-Nga, Thailand. Thirty-four new and exclusive Grand Deluxe Pool Villas are now ready to occupy, each reflecting the resort's ethos of 'Outdoor Living-In'. Each villa boasts an eight-metre pool, with the entire side of the villa able to be opened. Features include an outdoor bath, living area and day bed.

## Dubai traffic upswing

**PASSENGER** traffic figures through Dubai International Airport have soared 29.6% year-on-year for the month of Jul.

In total, 6.68 million passengers were welcomed by air over the month, a huge increase of more than 1.5 million for the 31 days.

The figures however are skewed due to the comparative result of one year ago being affected by a runway refurbishment program which saw both runways closed alternatively over an 80-day span.

**MEANWHILE**, Dubai Airports has launched a new service allowing departing passengers to complete check-in formalities in the taxi en route to the airport.

The service, running in conjunction with the Dubai Taxi Corporation, will allow pax to weigh their luggage, receive bag tags and boarding passes before even reaching the airport.

## Curio for Ocho Rios

**JEWEL** Dunn's River Beach Resort & Spa on the Northern coast of Jamaica in Ocho Rios has joined Hilton Worldwide's Curio - A Collection by Hilton portfolio.

The Colonial-style adults-only resort has 250 rooms and features a secluded private beach.

## Vic Palace 15% comm

**AGENTS** booking four or more consecutive nights at the Victoria Palace Hotel in Paris will receive 15% commission.

Promo rates start at €263 (\$420) per night in a Superior Room, including tax, brekkie and wi-fi.

The offer excludes high season - from 09 May-13 Jul and 05 Sep-28 Oct 2016 & blackout dates.

To book, contact The Hotel Connection - (03) 9520 2353.

## Mauritius Jul visits

**MAURITIUS** saw a 16.6% jump in foreign visitor arrivals during Jul compared to the corresponding time last year, with numbers surpassing 95,560 for the month.

Australian visitor numbers were up 3% year-on-year to 1,963, while for the year-to-date, the number is up 3.3% to 9,439.

China arrivals showed a huge increase, up 47% to 9,666 in Jul.



**AUCKLAND** yesterday played host to 400 of Australia's top travel agents with the first day of the 2015 All Stars NZ Famil including updates from Air New Zealand ceo Chris Luxon (see p3) as well as Shirley Field from Virgin Australia and Leanne Geraghty, Air NZ country manager who are **pictured** above with the day's MC, James Tobin.

The action-packed day also included updates from regional tourism organisations across NZ - who are now showcasing their wares to the agents in person as they fan out across the country on 23 separate itineraries.

The day wrapped up with a celebration at Auckland's Museum of Transport and



Technology where pop star Stan Walker wowed the crowd - along with Kevin Bowler and Tony Saunders from Tourism NZ who welcomed the group - more in **TD** later this week.

**Pictured** above are Sandra Stevens from All Travel Solutions in Hay, NSW and Jenna Whiteford of Flight Centre Bateau Bay, NSW working flat out on the Air NZ Premium Economy seats.



**ABOVE:** The day included a food presentation challenge overseen by Neil Brazier from The Sugar Club who's **pictured** left with Kym Stracey of North Shore Travel Gordon NSW, Gisela Purcell of Nelson Tasman Tourism, Vanessa Gibson from Flightbiz, and Owanaka Wickramaratna from Flight Centre Watergardens.

## Do you have what it takes to look after a million dollar booking?

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Q

## Expansion for Rotana

**CAPITAL** Centre Arjaan by Rotana in Abu Dhabi will become the 13th UAE property for hotel management firm Rotana, with a maiden opening set for 01 Nov.

## Apple Isle focuses on mainland



**EIGHTY** retail travel agents from Hobart and Launceston turned out recently to learn more about attractions in their state and on the mainland in the latest trade information events from OzFocus. The domestic crusaders packed

out the Hotel Grand Chancellor in Hobart & Peppers Seaport Hotel for the occasions.

Agents enjoyed superb views over the local harbours and dined on local Tasmanian produce while learning about the latest product updates and enhancements.

Suppliers in attendance included AAT Kings, Excite Holidays, Jetstar, Pan Pacific Hotels, Sealink, Spirit of Tasmania, Staywell Hospitality Group, Captain Cook Cruises, Europcar and many more.

Suppliers & agents are pictured above at one of the events.

## Mandarin into Beirut

**A NEW** luxury hotel & residence development in the Lebanese capital of Beirut will be managed by the Mandarin Oriental Hotel Group, the firm has announced.

Mandarin Oriental Beirut will offer 280 rooms & 25 apartments.



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

**Q7. Which 10 day Small Group Journey covers the North and South of Vietnam?**

## Connecting with kids

**JEAN-MICHEL** Cousteau Resort in Fiji has launched a new 'Connect with Kids' program aimed at providing an educational travel experience to parents and children staying at the resort.

The resort will run excursions off-site to a local primary school where guests can meet local Fijian children and share in the classroom activities for the day.

Children are encouraged to form penpal relationships, with the resort providing envelopes and postage services to help local Fijian kids to stay in touch.

## WS launches to IAH

**CANADIAN** carrier WestJet has begun services to its second destination in Texas, a new non-stop service between Calgary and Houston launching yesterday.

The service will operate six times weekly, with the carrier describing the route as the most in-demand for corporate clients.

## New packages at TN

**NEW** holiday deals inclusive of return airfares from Sydney, Brisbane and Melbourne have been released from Air Tahiti Nui.

On sale until 25 Sep for travel completed by 30 Jun, deals are priced from \$3,075ppts for five nights in Papeete or Moorea.

Seven-night escapes, including five on Bora Bora are also on sale.

## A330neo underway

**AIRBUS** has cut the first pieces of metal for the construction of its new A330neo aircraft model one year after the plane maker announced the program.

The initial engine pylon has been machined at Airbus' facility in Toulouse, while the first centre wing box rolled out of the Airbus plant in Nantes.

Technology from the A350XWB will be used in the production process, with the debut -800neo and -900neo varieties scheduled for delivery in late 2017.

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Subject: Super Agent Padstow



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### Travel Cruise Consultant

**Brisbane, Competitive Salary, Ref: 2896SZ1**

Are you passionate about the cruise travel industry? Do you want to be part of an established Travel Company that can offer great salary and benefits? You will be in a supportive working environment offering great training and career progression opportunities! This role is for a focused team player that has excellent communication skills, strong cruise product knowledge and is confident in hitting their targets. If this sounds like you we would love to hear from you! GDS knowledge required.

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

### Senior Travel Consultant

**Newcastle, Competitive Package, Ref: 4667SJ1**

Are you a travel industry professional looking for a fresh challenge? I have a dream travel consultant position based in the stunning Newcastle area. Uncapped earning potential with recognition and rewards for your hard work are on offer with this fantastic travel role. You will ideally have international and domestic travel industry experience, be a team player and well travelled and have the passion to find the right holiday for your clients. Call me today for a confidential chat!

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

### Corporate Travel Business Development Manager

**Melbourne, Competitive Package, Ref: 1863KF2**

This leading Travel Management Company in Melbourne specialises in international corporate travel across SME accounts. As a Business Development Manager your main responsibilities will be to increase sales in the Victoria region by capturing new business accounts and identifying new revenue opportunities. You will have a great passion for sales and spend approx. 80% of your time on the road building your client portfolio. This is an autonomous role with the support of the National Sales Leader.

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

### Travel Consultant

**Perth, \$50-55k, Ref: 1790DV4**

A fantastic new opening for a savvy Corporate Consultant in the Perth area! This role isn't just another corporate consultant opening this is the chance to work for a company that offers a stable and rewarding environment. If successful you will be joining a company that is well established in the Perth area and offers a competitive salary plus career progression! As a Travel Consultant with my client you can expect to be working alongside fellow established and passionate consultants.

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

### South Pacific Travel Specialist

**Brisbane, Up to \$42k + Super, Ref: 1911LM1**

A South Pacific Travel Consultant is required to work for an extremely reputable and well established travel company located in Brisbane. Is the South Pacific your passion? Do you love tailoring itineraries? You can enjoy long term career progression, recognition and rewards for your efforts with this fantastic opportunity. Minimum 1 year travel industry experience along with GDS skills is required. Personal travel to South Pacific is an advantage. Interviewing now!

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

### Luxury Cruise Consultant

**Sydney, \$45k + Super, OTE to \$90k, Ref: 1866PE7**

My Client is a leader in the tourism industry with a defining name to uphold. They proudly hold the reputation as "The Worlds Best" in their field and seek highly experienced sales professional to join their award winning brand as they expand in the Australian market. To be considered for this position you will be an outgoing, enthusiastic individual with a background in luxury sales. You will have a love of sales with a track record for consistently delivering outstanding sales results.

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

### Retail Travel & Cruise Consultant

**Melbourne, Attractive Package + Travel Incentives, Ref: 1826TS1**

We are looking for a dynamic individual to join this fantastic team selling unique travel products in a boutique office in Western Melbourne. The successful candidate must have at least three years of experience in a customer facing role selling domestic, international and cruise products and can offer exceptional service and deliver tailor made itineraries to their clients. In return you will be rewarded with an attractive package + superannuation with loads of travel opportunities!

For more information please call Tammy on  
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### Business Development Manager

**Perth, Competitive Base Salary, Ref: 1900DV9**

Do you have a sound understanding of Corporate Travel Sales, Business Development experience and a proven sales record? This leading travel company are looking for a Business Development Manager to assist with their ongoing expansion across the travel market. If you have solid corporate knowledge and looking working with high standards then you'll be in the right environment with this role! This position comes with excellent benefits on offer alongside the competitive salary package.

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