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- **WEEKLY PRIZE:** Win 150,000 Qantas Points each week for 8 weeks

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To enter, simply book and ticket any international flight with a 'QF' flight number (QF-081) to any Early Bird continent during Early Bird travel periods of 1 March–26 September 2016. Valid for bookings made and ticketed between 17 September–11 November 2015 when a specific OSI code is entered into the booking*.

- Entering a specific Early Bird OSI into a booking automatically qualifies entries for the grand and state prizes.
- To be eligible for the weekly prizes explain in 25 words or less, which Early Bird destination is your favourite and why? Enter your answer as an OSI field into the booking. Refer to OSI examples below.

For more information including entry details and conditions visit qantas.com/agents.

OSI CODE:

Amadeus: OS QF EB(yourstatecode)/AGENCY CODE/CONSULTANT NAME

SABRE: 30SI QF EB(yourstatecode)/AGENCY CODE/CONSULTANT NAME

Galileo: SI.QF*EB(yourstatecode)/AGENCY CODE/CONSULTANT NAME

OSI Examples:

Grand and State Prizes: QF EBNSW/1234567/JOHNSMITH

Weekly Prizes: QF EBNSW/1234567/JOHNSMITH/your25wordsofar



IMPORTANT INFORMATION: *Conditions apply. Qantas Airways Limited ABN 009 661 901



Travel Daily

First with the news

Thursday 17th Sep 2015

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Qantas back to Denpasar

NEW four weekly services to Bali will be relaunched by Qantas from Sydney during peak season, the carrier announced today.

The Australian flag airline will operate a total of 33 return flights (four weekly seasonally) between Sydney and Bali from 04 Dec to 29 Jan using Boeing 737s.

Qantas last operated flights to Denpasar back in 2008.

Since then, QF's budget carrier Jetstar has serviced Denpasar, now operating 65 services per week from Australia.

The reintroduced services will operate on Tue, Wed, Fri & Sun.

"We know how attractive Bali is as a holiday destination, so through efficient use of our aircraft, we've unlocked more domestic B737 flying time, delivering on our strategy to offer a dynamic and flexible network," Qantas International ceo Gareth Evans commented.

QF's return Economy class fares will be priced from \$733.

In a further international boost, Qantas has announced it will offer a fourth season of services to Vancouver (ex Sydney) from 30

Jun through to 13 Aug 2016.

Qantas will operate a total of 20 return services on the route - seven more than offered in 2015.

The YVR flights will be operated by refurbished Boeing 747s thrice weekly, on Mon, Thu and Sat.

MEANWHILE, Qantas rolled out its 2016 earlybird offering today, covering international routes to the UK/Europe, North America, South Africa and South America.

The latest offering also now includes QF's seasonal services to Vancouver for the first time.

Economy class fares are priced from \$1,786 to London & \$1,399 to New York, Johannesburg and Santiago, while fares to Europe including two stopovers in the US on return are priced from \$2,195.

See the **cover page** for details of a QF earlybird agent incentive.

Eight pages of news!

Travel Daily today has eight pages of new and photos, including a front cover page for **Qantas** plus full pages from:

- AA Appointments jobs
- One&Only Hayman Island
- Consolidated/SQ promo

Burnes not impressed at HLO comments

AOT ceo Andrew Burnes clearly has a somewhat different take on the breakdown of talks with Helloworld about a potential acquisition of the company.

Helloworld earlier this week issued a statement saying the terms of the proposed deal were "insufficiently compelling" (**TD Tue**), adding that it would have seen Burnes become a "significant minority shareholder" in the company.

Interests associated with Burnes already hold 10.2% of HLO.

Helloworld instead said it would push ahead with its strategy to "future proof" the business.

Burnes told **Travel Daily** this was a "fairly extraordinary and disingenuous statement, given that the terms they are talking about are their own."

"Terms that they proposed. Terms that we had not even been given an opportunity to respond to," he said.

"This business has such a poor track record of under-performance, and these types of efforts to rewrite history are very unimpressive," Burnes added.

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Magellan eyes \$926m TTV

THE 2015 financial year shaped up to be a mixed bag for Magellan Travel Group, falling short on its FY15 member and agent target but exceeding financial goals.

CEO Andrew Macfarlane revealed this morning the non-branded network was aiming for 105 members and 130 agents, reaching 98 and 122 respectively.

Speaking at Magellan's National Conference, Macfarlane told members TTV for FY14/15 was \$863m (**TD** 27 Aug), surpassing the goal of \$850m and operating profit reached \$8.9m - well ahead of the group's \$8m+ target.

For 2016, Magellan has its sights set on \$926m TTV and is eyeing exceeding \$10m in net income,

while at the same time lowering costs to less than 8% of income.

Macfarlane told **Travel Daily** in Melbourne the group aims to grow but hasn't pinned down any particular number.

He said forecasting expansion is difficult, telling **TD** it's hard to predict "what will happen next for competitor groups and what that will mean in terms of industry stability or mass movement of agents."

"Anything could happen."

Macfarlane added Magellan now has "critical mass" in terms of buying power, enabling the group to be "more selective than ever in selecting the right agents for the group."

"If we have another spurt in expansion then we will be ready," Macfarlane added.

During the year, the Group launched a new logo, website, intranet site, corporate profile and its Consumer and Agency Protection Solution, Booksmart.

Magellan's National Conference kicked off yesterday with a Golf Day and continues today and tomorrow - see **page 4** for more.

P&O \$1m giveaway

WHAT better way to celebrate your 4 millionth passenger than by giving away a chance for four people to win \$1 million each?

That's the latest promo being run by P&O Cruises for pax in Australia and New Zealand who book a voyage before 25 Nov.

For all the details, see today's issue of **Cruise Weekly** **HERE**.

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Q.2 Up to how many children are allowed to travel free of charge when accompanied by a parent on a Swiss Family Card?





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Thursday 17th Sep 2015



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Mantra signs Towers of Chevron

MANTRA Group can now boast Australia's largest apartment hotel complex, having secured the management rights for the three tower, 711 apartment Towers of Chevron Renaissance in Surfers Paradise, Queensland.

The behemoth property joins the Mantra Hotels, Resorts and Apartments portfolio, rebadging as Mantra Towers of Chevron.

It's the 12th Mantra branded complex on the Gold Coast and expands the group's network (including Peppers & BreakFree) to 21, making it the largest hotel operator in the region.

CEO Bob East said the

management acquisition "firmly places Mantra as the hotel brand of choice" on the Gold Coast.

"We have great faith in this region as a popular tourism destination for Australians and international visitors.

"The upcoming Commonwealth Games in 2015 is set position the region for future growth," he said.

Mantra Group recently acquired management of Peppers Soul Surfers Paradise, which East said demonstrates the listed firm's "expertise in this space...creating a successful five-star integrated resort experience".

Mantra Towers of Chevron is comprised of one-, two- and three-bedroom apartments, each affording scenic views of the Pacific Ocean, Nerang River and the Gold Coast Hinterland.

Special launch rates offering up to 30% off when booking three consecutive nights are currently available - **CLICK HERE** for more.

QFLink HBA increase

ELEVEN new weekly QantasLink flights will operate from Hobart to east coast cities from 08 Mar, in response to customer demand.

The new frequencies are achieved through two additional dual-class Boeing 717s which will take the fleet to 20 aircraft.

QantasLink ceo John Gissing said the extra 2,420 seats to Melbourne and Sydney will mean more options throughout the day for customers in Tasmania connecting to int'l destinations such as Shanghai, Los Angeles, Tokyo and Johannesburg.

Hawaii tsunami threat

AN EARTHQUAKE off Northern Chile has seen the Pacific Tsunami Warning Centre issue a tsunami watch for the state of Hawaii.

The Hawaii Tourism Authority indicates that based on current data, the earliest tsunami waves may impact the Hawaiian Islands at 3:06am 17 Sep local time.



Window Seat

IT'S rarely fun getting up before dawn on a Sunday, but Magellan Travel Group co-founder and board member Trevor Jones was happy to do it to see off one of his most loyal clients.

The intrepid Hawthorn Travel regular - 87-years young no less - set off from his Melbourne home to Cairns to begin an AAT Kings four-wheel-drive tour from Cairns to Cape York.

Ever the adventurer, this client wanted to travel the length

of the east coast from Melbourne by train all the way to Cairns.

Jones is **pictured** right with his adventuring client.



SAS double New York

SCANDINAVIAN Airlines will offer a second daily (except Tue) service from Copenhagen to New York commencing Oct.

The capacity boost comes as SAS axes its Stavanger-Houston route.



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Thursday 17th Sep 2015

Travel Daily

on location in
Melbourne

Today's issue of **TD** is coming to you from the **Magellan Travel Group annual conference**

THE Magellan National Conference has kicked off with a bang, with the Magellan Masters Golf Day yesterday.

This morning, attendees were welcomed to the conference by chairman Andrew Jones, followed by a ceo address from Andrew Macfarlane and a keynote presentation from Red Balloon founder Naomi Simson.

This afternoon the Business Workshops begin, with delegates cycling through the topics 'Financials & Benchmarking', 'Employment Law' and 'Social and Digital Marketing'.

Delegates will head to the MCG this evening for the Magellan Members Dinner with an after dinner mystery sports star confirmed as a guest speaker.

Car leasing savings

GLOBALCARS has cut prices on select 21-day leases of Peugeot vehicles in Europe by around 25% for collections in Dec.

The promotion reduces a 21-day lease by \$709 to \$2,127.

Discounts of several hundred dollars are also available on a range of Peugeot vehicles for pick-up in Sep, Oct and Nov.

To book, phone 1300 789 992.

Excite training blog

B2B wholesaler Excite Holidays has unveiled a new training and information portal in an move to provide travel agents with more in-depth knowledge.

The Excite Hols blog features destination information and travel guides which can be passed on to clients as a value-add.

Director of sales & marketing Joana Bonto said the goal of the portal is to "help agents become subject matter experts & enable them to gain business, increase revenue and close more sales".

Other info carried on the site includes interviews with industry experts, selling hints and tips, the wholesaler's latest incentives and famil opportunities, quizzes, competitions and Excite Holidays' latest technology innovations.

"By providing this additional content, both for agents and their clients, we believe we can help our travel agent partners in the ongoing battle to keep their clients and win business from online booking sites," Bonto said. See exciteholidays.com/blog.

Breakaway+ 2 cutting

THE first piece of steel has been cut at Meyer Werft's Papenburg shipyard in Germany this week, marking the start of construction for the second Norwegian Cruise Line 'Breakaway Plus' class ship.

When it is delivered in the spring of 2017, the 165,600-tonne Norwegian Bliss vessel will offer a capacity of 4,200 passengers.



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Up, up & away at Magellan!



Immigration delays

THE Department of Immigration & Border Protection is advising of interruption to services at various international ports around the country this week and early next.

Disruptions are expected today and tomorrow at Cairns, Perth and Darwin and will extend to Sydney, Melbourne, Brisbane, Gold Coast, Cairns, Adelaide, Perth & Darwin on Mon, continuing through until Wed.

The protected interruptions vary from early morning to evening, dependant on the airport.

"We strongly encourage airline passengers to plan for potential delays and arrive at the airport even earlier over the next few weeks," the govt recommends.

For specific times when delays are predicted, **CLICK HERE**.

ABOVE: Taking time out from today's busy Magellan National Conference for a quick photo with **TD** are Andrew Jones (left), Magellan chairman & ceo Andrew Macfarlane, with guest speaker Naomi Simson of RedBalloon.

Katara buys in Rome

STARWOOD Hotels & Resorts has sold the Westin Excelsior Rome to Qatar-based Katara Hospitality, in a US\$251 million deal which will see the historic property renovated top to bottom over the next five years.

Starwood will continue to operate the hotel under a long-term management agreement.

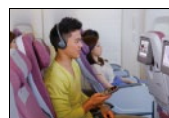
Katara currently owns 34 properties across the globe and is targeting the addition of 26 more over the next decade.

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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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Coffs portal revamp

AN OPTIMISED web presence has been launched by Coffs Coast Marketing, making it easier to source, plan and book a holiday at www.coffiscoast.com.au.

Adventure from Brazil to Chile



A GROUP of lucky travel agents were treated by Adventure World to an in-depth look at the major cities in Brazil including Rio de Janeiro, Manaus and Salvador do Bahia, followed by a brief stopover including a visit to a winery and the coastal city of Valparaiso in Chile.

Experiences included open jeep rides to a local favela and a 'behind the scenes' tour of a Carnivale school in Rio, an eco-jungle lodge in the Amazon and a day sailing down to the Meeting

of the Waters in Manaus, as well as a deep and extensive immersion into customs, culture, cuisine, music and history of Salvador.

Pictured above from left are Nick, LATAM; Greg, Adventure World; Candice, Cruiseabout; Silvia, Adventure World; Peter, Clayfield Travel Professionals; Tarryn, Jones & Turner Travel Associates; Zoe, Spectacular World Travel; Shaan, Flight Centre; Rosemary, Capital Travel and Matt from We Know Travel.

Hefty bump penalty for AA

AMERICAN Airlines has been hit with a US\$20,000 comprise civil penalty by the US Dept of Transportation for a group of 11 passengers "bumped" off a flight.

The original group of 13 adults and children were flying from Orlando, via Miami to London Heathrow, when they were pulled to the side when boarding their transatlantic flight at MIA airport.

AA informed the customers they would not be travelling on flight AA56 as it was oversold and were told to proceed to the rebooking desk to reschedule their travel.

Two members of the party were fortunate to obtain seats on the original flight, however the rest of the group were rebooked on flights to Heathrow the next day, operating via Barcelona.

The group were not provided "any meaningful explanation" as to what happened to their reservation by American, nor were they offered any type of compensation, the DOT said.

Following an investigation by the Department, AA acknowledged the group held "valid, confirmed tickets and complied with all check-in requirements" and were entitled to Denied Boarding Compensation (DBC), which would have equated to a transportation voucher of US\$209 per adult and US\$156 per child.

AA later revised compensation to the customers to be US\$496pp which included taxes and fees, further revising the compensation again to US\$848pp, taking into account currency exchange rates.

"We consider this violation to be egregious as it affected 11 pax, American failed to offer any DBC at all until receiving the complaint from the Enforcement Office, and only offered the correct amount of DBC after repeated inquiries from the Enforcement Office," the DOT said overnight.

5th 4 Seasons Hawaii

RESERVATIONS have opened for the newbuild Four Seasons Oahu at Ko Olina in Hawaii.

Four Seasons Resort Oahu has 358 rooms & suites, white sand beaches, five restaurants and lounges, four pools, a spa, wellness centre and more.

The luxury property is being constructed in the same vicinity of Disney's Aulani resort and will be Four Seasons' fifth resort.

Rates are priced from US\$595 per night, while a fourth night free package is also available.

Reservations are being taken for arrivals starting 01 Jun 2016.

See fourseasons.com/hawaii.

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HAMBURG	1,672

Don't miss these great Early Bird fares for travel in 2016. Plus, for every Etihad and airberlin Early Bird fare booked to Germany, you'll go into the draw to win a week-long trip to Germany. Winning is easy, all you need to do is join SuperSeller and enter your SuperSeller APIN number on eligible bookings. Visit agents.etihad.com for the full itinerary and terms and conditions.

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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.

Cosmos Europe out

COSMOS has released its 2016 European programs, with over 60 holidays ranging from 8-29 days.

Seven trips are priced at less than \$1000 per person, with a range of earlybird savings on offer for bookings prior to 01 Dec.

These include airfare discounts of up to \$600 per couple, 10% savings on any tour booking, a \$200 per couple discount on a second Cosmos tour, and an additional 5% off for repeat clients in the Journeys Club.

All of the bonuses can be combined for added savings.

New additions include the eight day *Highlights of Andalusia*, the 13-day *Secret Treasures of France and Spain*, the 10-day *Sicily Discovery* and the 8-day *Discover Saxony* - 1300 230 234.

SQ Aug loads up

SINGAPORE Airlines recorded a system-wide load factor of 85.6% last month, an improvement of 2.5 percentage points.

The loads in the South West Pacific region were up 3.5 points to 89.1% with the carrier flying 1.71 million passengers overall during the month, up 1.4%.

The SQ statistics also detail the performance of the airline's low-cost offshoot Scoot, which carried 193,000 passengers during Aug, up 21.4% on the prior year.

Scoot's passenger load factor was 85.2%.

Tigerair Singapore carried 444,000 passengers in Aug, up 4%.

All-you-can-fly service

BEACON has extended its all-you-can-fly service between New York and Boston.

For \$2,000 a month, Beacon members receive unlimited travel between New York's Westchester Airport and Boston's Logan Airport through 18 scheduled flights a day.

Tempo refresh gaining pace



Amadeus roadshow

AMADEUS will next week kick off a series of exclusive industry events across Australia and New Zealand, with the fourth annual Discover Amadeus roadshow aiming to highlight the changing role of the travel agent.

The company will also offer a glimpse into its exciting product pipeline, as well as showcase the fully mobile-enabled Amadeus Selling Platform Connect and the Amadeus Ticket Changer which took home a National Travel Industry Award this year.

Amadeus IT Pacific md Tony Carter said in the current environment, the biggest industry disruptor is the traveller themselves.

"Discover Amadeus presents a unique opportunity for travel agents to learn how to embrace and adopt leading technology faster so they can meet the changing needs of tomorrow's traveller," Carter added, with customer discussion panels also part of the agenda.

The events are taking place from Wed 23 Sep in Sydney, Canberra, Auckland, Perth, Adelaide, Brisbane and Melbourne - for dates and to register, [CLICK HERE](#).

ABOVE: This morning, some of the team from Cox&Kings visited the **Travel Daily** offices to outline the company's big plans for brands including C&K, Tempo, Bentours and Explore!

With an all-new leadership team headed by Damian Perry, a new logo and brand refresh has already been developed for Tempo Holidays and is appearing on collateral including soon-to-be-released new brochures, with the first cab off the rank expected to be Latin America in the next couple of weeks.

GM Sales & Marketing Simon Bracken previewed a fully redesigned Tempo website, expected to debut shortly, which will allow travel agents to easily search and book product online.

The site will also feature inspirational imagery to inspire clients, with a comprehensive back end offering a wide range of product with live availability.

Bentours will also undergo a brand refresh which is currently in progress, Bracken told **TD**.

Pictured above in the **Travel Daily** headquarters are, from left: Simon Bracken, Natalie Kyriacou and Kym Vanderplyght.



Corporate Account Manager NSW (permanent, full-time position)

Cathay Pacific Airways is looking for a highly motivated and experienced Corporate Account Manager to join our Sydney sales team.

Reporting to the National Manager Corporate & Business Development Manager NSW / ACT, the successful applicant will maintain and develop corporate sales in New South Wales and be responsible for:

- Identifying and converting new corporate opportunities.
- Maintaining and growing the potential from an existing corporate client base.

The successful candidate will need to demonstrate the following:

- Experience in dealing with Decision Makers from medium and large corporate businesses.
- Experience in working with and maintaining effective relationships with Corporate Travel Management companies.
- Highly motivated to actively source, identify and convert new corporate clients.
- Proven ability to manage existing accounts to maximize revenue opportunities.
- A solid sales background with proven results.
- Excellent analytical skills including information gathering, evaluation, and interpretation.
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If you are energetic and well organized with proven abilities in the above competencies, please send your CV and covering letter detailing salary expectations to:

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Applications close Friday, 18 September 2015.

Applicants must have the right to live and work in Australia. Only applicants who are successful in gaining an interview will be notified.

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High hopes for Ramada in Qld



WYNDHAM Hotel Group popped the champagne corks in celebration at having opened the doors to its newest Ramada-branded Queensland property.

The Ramada Hotel Hope Harbour on the doorstep of the Gold Coast in Hope Island is now showcasing the benefits of a \$2.5 million refurbishment following last year's takeover (**TD** 17 Nov).

Renovations were carried out over a number of months, with all 70 rooms and public areas now

offering new facilities for both leisure and business guests.

More grand openings are planned for the near future, with a new conference centre catering to up to 300 delegates set to boost the property's appeal among meeting & event planners.

Among the attendees at the launch party was Federal Fadden member Stuart Robert MP, who cut the ceremonial ribbon.

Robert is **pictured** above second from left with Warren Pryde, Pryde Group; Barry Robinson, Wyndham Hotel Group South East Asia and Pacific Rim; Angus Dunbar, Ramada Hotel Hope Harbour gm; Tony Hazell, Anthony Moreton Group and David Wray, Wyndham Hotel Group South East Asia and Pacific Rim.

ATM 2016 theme

ORGANISERS of next year's Arabian Travel Market in Dubai have announced the event's official theme will be focused on the mid-market travel segment.

The theme aims to capitalise on Dubai's goal to raise its mid-scale accommodation market by about 20% between now and 2020.

Currently, only 29% of Dubai's room stock is classed as three-star or below.



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!

Steeped in centuries of history, visitors are constantly impressed with the Roman ruins, castles and churches that pepper the region. Combined with a rich art, food and wine culture, a visit here is like taking a step back in time.

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

What is the Lake Geneva region also known as?
a) Valais b) Vaud

VAUD 
Lake Geneva Region

Travel Daily

First with the news

Thursday 17th Sep 2015

QR Europe earlybirds

DOHA-BASED carrier Qatar Airways has launched earlybird Economy and Business class fares to Europe, leading in at \$1,475 and \$6,475 respectively (to Oslo, ex Perth) during low season.

Other options include \$1,520 to Zagreb and \$1,540 to Rome from Melbourne in Economy class.

QR's earlybird deals are valid for travel from 01 Mar to 31 Oct to over 34 destinations, with fares available from its Australian hubs of Melbourne and Perth, as well as Sydney, Brisbane and Adelaide through partner carriers.

Weekend surcharges of \$25 apply for Fri and Sat outbound departures - more **HERE**.

New Canberra hotel

DOMA Hotels has opened a new property in Canberra this month targeting the business, conference & leisure market.

The luxurious 120 room Little National Hotel features five-star amenities at an affordable price.

Little National Hotel is located in Parliamentary Triangle.

QF SIN allocation

QANTAS has requested an allocation of 300 seats per week on the Singapore route for five years from the International Air Services Commission to support its codeshare services to Colombo via Singapore (**TD** 17 Sep).

QF plans to fully utilise the allocation by 31 Oct 2016, in partnership with SriLankan Airlines, Emirates and other wholly owned subsidiaries.



Rosie's Corner

brought to you by Rosie Holidays

Bula and welcome to this month's edition of Rosie's Corner!

It's spring time already, Christmas is fast approaching and before we know it the year will be over. But, holiday makers need not despair, there are still plenty of opportunities to fit in a last minute Fiji escape.

Five-star resorts in the Denarau area such as the Sheraton and Westin Resorts offer the ideal location mixed with all luxury and facilities needed to create the perfect escape. Before the end of the year these resorts are offering a generous 30% discount on their room rates making it easy to grab a last minute deal, plus the kids will stay and eat free.

Conveniently, the resorts offer a shuttle service between them. This allows guests that like to have a change of scenery but like the simplicity of one resort the opportunity to explore and discover over 6 pools and 14 dining outlets without having to settle multiple bills. 3 night packages start from \$499 per adult including free breakfast.

For more information on last minute Fiji escapes or to make a booking contact Rosie Holidays on 1300 133 524.



ROSIE HOLIDAYS
Fiji's Number One

German stays increase

PRELIMINARY data from the Germany's Federal Statistical Office show there have been 44.8 million international overnight stays from Jan to Jul, an increase of 6% on the corresponding period the year prior.

Australian overnights during the period rose 5.2% to about 295K.

Thai commission up'd

CREATIVE Holidays has jacked up commission on Thailand land components to 16%, when booked by 09 Oct.

The company is also offering bonus commission on THAI Airways wholesale fares.



Business Development Manager

Perth, WA

As a result of continued growth in the Perth market, Corporate Traveller now has exciting opportunities for driven sales professionals to join their team as **Business Development Manager / Sales Executive**.

You'll be responsible for **finding new businesses** to introduce to Corporate Traveller's services. You will **source your own local business leads**, then develop relationships with key stakeholders to help them find **value-driven solutions** to save time and money with their Business Travel. You'll also be **networking with the best in the business** in order to **close lucrative deals**. Flight Centre Travel Group is part of a global network, giving you access to exclusive products and pricing to help you 'wow' your corporate customers. With full training on offer, you'll be given the tools and support needed to **further develop your B2B sales skills**.

If you're on your way to the top, Corporate Traveller can help you get there. Apply today!

Apply now at applynow.net.au/jobs/F190197



You're
the one
that we want.

Dreamworld gets a world!



ABOVE: Dreamworld on the Gold Coast has unveiled a new 2.5 tonne, revolving 6m globe of Earth inside the park's main entry.

The globe took four months to complete and features countries & mountain ranges, with every component sourced locally.

The attraction, along with a

massive Dreamworld logo, are illuminated at night.

CEO Craig Davidson said the new landmark would become a focal point for selfie posts and conversations using the hashtag #DWhappiness.

He is pictured with Dreamworld mascots Kenny and Belinda.



WIN WITH INSIDER JOURNEYS

This month Travel Daily and Insider Journeys are giving away a trip including return economy class fares, 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

Q13. In which city in Japan do Insider Journeys clients experience a Maiko (apprentice Geisha) dinner?

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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AS launch SEA/JFK

ALASKA Airlines has inducted new daily services linking Seattle & New York JFK - complementing twice daily services to Newark - using Boeing 737 aircraft.

Travel Daily
First with the news
Thursday 17th Sep 2015



Industry Appointments

WELCOME to Industry Appointments, **Travel Daily's** Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Taking over from Geoff Dixon, **Tourism Australia** has appointed **Tony South** as the organisation's new Chairman. South brings an extensive tourism pedigree to the chairmanship, having previously held the role of Chairman at Tourism Accommodation Australia following a long stint with the InterContinental Hotel Group Asia Pacific.

Rocky Mountaineer has welcomed **Monique Gornel** as its new Vice President of Global Marketing and Communications. In her new role, Gornel will alter the company's strategic approach to help drive growth.

Bringing more than 20 years experience in sales and marketing, **Pan Pacific Hotels Group** has hired Karen Tan as its new Senior Vice President Sales & Revenue Performance, to be based at its Singapore head office.

After two years at Hayman One&Only and 20 years restaurant experience, Executive Chef **Grant Murray** will cross the country to his new role at **Pullman Bunker Bay Resort**, taking on the role of Executive Chef at the five-star resort, tasked with introducing a new spring menu.

Peppers Convent Hunter Valley has recruited **Trent Barrett** as its new Executive Chef, to oversee cuisine and menu development at the property's two dining outlets Circa 1876 and Eighty Eight.

More nights away

AUSSIES tallied up 313 million bed nights on 83.2 million trips away from home in the year ending Jun, the latest National Visitors Survey results reveal.

The figures from Tourism Research Australia show domestic travel continues to yield positive revenue for tourism businesses also, with spend growing 4% to \$55.4 billion for the period.

The number of overnight trips spent on holidays fell slightly year-on-year, while VFR travel increased to nudge 30 million.

Sydney saw growth of 3% in visitor numbers, expenditure and nights - leading the nation - with 27.4 million domestic visitors racking up nearly 90 million nights and spending \$16 billion.

Elsewhere, Tasmania saw double-digit growth levels, with spend shooting up 17% while visitor nights also climbed 14%.

Record numbers at CX

PASSENGER traffic at Cathay Pacific and offshoot Dragonair reached record levels in Aug, according to new results released.

Network-wide, the two carriers climbed above a combined three million pax in one month for the first time in its history, with the result an 8.5% year-on-year jump.

Load factors grew 1.4% to 88.6% due to capacity growing at a smaller rate to passenger levels.

Sabre eyes Europe

TRAVEL technology giant Sabre Corporation has set its sights on greater market share in Europe by signing up more companies, such as rail operators, to feature in its distribution systems.

Regional head Carsten Schaeffer said the GDS is planning to double its presence from 15% to 30% within the next five years.



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CORPORATE CONFERENCES & EVENTS

EVENT DIRECTOR

BRISBANE – OTE \$75K PKG + SUPER

Use your experience in corporate events to join this market leader as Event Director. In this role you will lead and manage the sales team to execute amazing events on a day to day basis. Be accountable for the programs whilst ensuring briefs & budgets are met. Strong salary package, great career progression & benefits on offer. Min 4 years event management experience, leadership skills, knowledge of systems, group travel & Galileo required.

MANAGE AND DEVELOP

TRAVEL MANAGER

ROCKHAMPTON – OTE TO \$75K

Are you looking for a new role where you can continue to grow in your travel career? This dynamic agency is looking for an experienced & motivated Senior Travel Consultant or Assistant Manager with a can do attitude to step up, manage and develop this vibrant team. A top package + bonuses + travel discounts is yours to enjoy! If you have 3 years industry experience, great leadership skills and exceptional customer service, we want to hear from you.

AWARD WINNING NATIONAL TRAVEL COMPANY

LEISURE TRAVEL MANAGER

MELBOURNE – SALARY PACKAGE TO \$70K (DOE) + INC.

This award winning Travel Management Company is seeking a competent leisure travel manager with a proven track record managing a team of senior consultants. Working with this established team, you will be responsible for developing & driving the team to achieve results & maintain service levels, whilst remaining hands on consulting. Management experience in a luxury high end leisure travel environment is essential, together client base. Mon to Fri hours only.

LOOKING FOR A CHANGE OF ENVIRONMENT?

PROGRAM MANAGER (MICE)

MELBOURNE – SALARY PACKAGE TO \$80K (DOE)

This very reputable incentive, conference & event travel company are expanding! Servicing large scale conferences of up to 2000 people, this company has a strong client portfolio together with consistent new business coming on board. You will be responsible for the end to end management of various incentive & conferencing movements, building strong rapport with your dedicated portfolio of clients. Experience in a similar role is essential.

CORPORATE SALES – MIDDLE MARKET

BUSINESS DEVELOPMENT MANAGER

MELBOURNE – SALARY PACKAGE TO \$85K + COMMS PKG

This global travel company are looking for a Business Development Manager to acquire new corporate travel business for their corporate brand. You will be focused on new business wins & complete lead generation across the middle market space. If you are good at building relationships & have fantastic rapport building skills, then this role is for you! With this leading TMC, your career will be put in number one spot. Terrific employee benefits.

MIX IT UP IN THE MICE MARKET

EVENTS SALES MANAGER

SYDNEY – SALARY PACKAGE \$75K + INCENTIVES

This international hotel company is looking for a sales expert who is passionate about MICE along with the ability to source and secure new business. You will have a real drive, passion and understanding of the MICE market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this brand under your wings.

OWN THIS SENIOR ACCOUNT MANAGER ROLE

SENIOR ACCOUNT MANAGER - TMC

SYDNEY – FROM \$90K+ DOE

Are you the master in keeping relationships? We are looking for a strong Account Manager with 4 years + experience to join a market leader. You will be a polished and professional individual who knows how to deliver outstanding account management services for large market clients, building rapport and analyzing data to effectively manage their business. Strong communication and negotiation skills are essential. Take your career to the next step!

OPEN THE DOOR TO THIS NEW ROLE

BUSINESS DEVELOPMENT MANAGER - HOTELS

SYDNEY – SALARY PACKAGE \$70K + INCENTIVES

Create a valuable impression when you join this outstanding and iconic hotel. You will have experience in sourcing and winning new business with great negotiation skills and a fantastic personality. Representing a well-known hotel in the market you will report to the Director of Sales & Marketing and be proud to be part of this team. Experience in the Australian hotel market with skills in promoting a unique brand and managing relationships

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Terms and conditions: Offer is subject to availability and applicable for new bookings only. Valid for bookings made between 1 - 30 September 2015 for travel 1 November 2015 to 22 March 2016. Black-out dates apply. Minimum 3-night stay applies. From rate listed is per night twin-share in a Hayman® Lagoon Room including daily breakfast in Pacific, return luxury yacht transfers from Great Barrier Reef Airport for two. One&Only Hayman Island reserves the right to withdraw the offer at any time. Rates are subject to change without notice. Further terms and conditions apply. Hayman® is a registered trade mark of Mulpha Hotel Pty Ltd (ACN 070 662 627) and used under licence.

It's Never Been Easier to Imagine Yourself in Luxury

Make the most of the Early Bird season between 10 September and 8 October and sell your way to Singapore as Consolidated Travel and Singapore Airlines give you the chance to win the ultimate luxury experience



WIN

One of five ultimate luxury experiences, flying in Singapore Airlines' Business Class to Singapore and staying in the spectacular Capella Resort on Sentosa Island.

HOW

Be one of the top 3 highest selling agents & 2 most improved agents selling Singapore Airlines Early Bird fares during the promotional period.

SINGAPORE AIRLINES
A great way to fly



Quiktravel

CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quikticket between 10 September to 08 October 2015 for travel 01 March – 30 September 2016 ticketed on SQ (618) plate with an Early Bird fare basis (EB). Child, Infant, Group sales, Wholesale and Cancelled or Refunded tickets are not eligible. The top 3 agents with the highest international SQ Early Bird sales and the 2 agents with the highest percentage increase in SQ sales year on year will win one of five major prizes. To qualify for the "top 3 selling agents" prize a minimum of \$30,000.00 in net SQ sales is required. The major prizes are valid on SQ services only and tickets are subject to taxes and surcharges. Prizes cannot be reissued and are non-transferable, and cannot accrue frequent flyer miles or be exchanged for cash, transportation from other cities except from SYD/MEL/BNE/ADL/PER/DRW and all travel expenses, insurance, ancillary costs etc are at the passengers expense. All winners must be an international travel consultant and full time employee of the agency in Australia. Consolidated Travel and Singapore Airlines reserve the right to withdraw or change the conditions of the promotion at any time. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe Benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 08 September 2015.