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- 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](http://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/your25wordsorless



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

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Friday 18th Sep 2015

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## Travel Daily

on location in  
Melbourne

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

**TODAY**, Magellan members heard from Dale Woodhouse, senior marketing manager & alliances Australia Singapore Airlines, followed up by an industry presentation from AFTA ceo, Jayson Westbury.

Delegates were then split into Corporate & Leisure Travel afternoon workshops and will soon head into the Preferred Suppliers Showcase.

Tonight the industry will let loose - with black ties & Venetian masks - for the Magellan Annual Gala & Awards Dinner which will feature the 'Best Dressed', 'Preferred Suppliers' and 'Magellan Achievement & Recognition Awards'.

## Magellan organic growth

**MAGELLAN** Travel Group (MTG) ceo Andrew Macfarlane said he expects membership and agent numbers to continue to rise, with the group focused on spreading the word in "a low key way".

"If you run the niche strategy where you want a particular kind of agent, you really are better off if people hear about the group, talk to an existing agent in the group and then make an enquiry," Macfarlane told **Travel Daily** at the group's National Conference in Melbourne this week.

Macfarlane said he expects

some growth to come at a time when contracts expire and agents look at the alternatives.

"They'll ask themselves 'has it worked with the group I've been with during the contract period?' and if that's a yes, then I guess they'll stay."

"And if not, then they might look at what the alternatives are, and we're one of those alternatives."

One obstacle to growth Magellan faces is the "enhanced agent incentives scheme" offered by some rival groups, Macfarlane told **Travel Daily**.

"That's code for pay-to-stay...it's not something that we do."

"We want our members to stay with us for as long as the model is working for them...and we've continued to grow with that model."

"We don't need to provide "sweeteners" to join or make payments for agents to stay," Macfarlane remarked.

## Qantas incentive

**QANTAS** is giving away a whopping four million frequent flyer points as part of an incentive to promote its 2016 earlybird fares which are available to Europe, Africa and North & South America - for details, see the **cover page** of today's **Travel Daily**.

## QF, AccorHotels pact

**QANTAS** this morning announced a "major improvement" to its partnership with AccorHotels, with automatic conversion of Le Club AccorHotels loyalty points into Qantas Points.

QF and AccorHotels have had a reciprocal arrangement for more than 15 years, but previously conversions were done manually with a 4,000 point minimum.

Under the enhanced deal, ongoing automatic conversion can be set up at [qantaspoints.com](http://qantaspoints.com) while manual transfers can also be initiated by members.

Le Club AccorHotels has about 22 million members globally, while QFFF has 10.8m members.

## Today's issue of TD

**Travel Daily** today has eight pages of news and photos, a front cover wrap for **Qantas** plus full pages from: (**click**)

- AA Appointments jobs
- Travel Trade Recruitment



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## Walshe Grp handling ANA

**JAPAN'S** All Nippon Airways has confirmed plans to establish an office in Sydney next month in the lead-up to the launch of its new direct flights from Sydney to Tokyo Haneda (**TD** 16 Jul).

**Travel Daily** can exclusively reveal that ANA has appointed The Walshe Group as its representative in Australia & NZ.

Although Walshe wasn't able to comment, the company is currently actively recruiting staff for "a new team working with a leading airline brand with online services to Australia" based in the Sydney CBD.

Among the skills sought are "previous experience in the Japan market and/or Japanese language skills," the job description says.

In the meantime, however, a number of **TD** readers have pointed out that the carrier is not part of Australian BSP, meaning local travel agents have to issue tickets without commission.

Although flights appear in GDS and agents are making bookings, when it comes to ticketing it turns out this is currently via Hahn Air with zero commission applicable.

A statement from the Star Alliance member obtained by **TD** confirms the airline is still in the process of finalising details.

"We are now taking necessary procedures to join the BSP and to establish our city office at Sydney," according to ANA's customer relations representative, Kagayaki Nomura.

"We expect to join the BSP and to establish our city office around the end of October," Nomura said.

## SeaLink acquisition

**SEALINK** Travel Group's \$125 million purchase of Queensland-based Transit Systems Marine (**TD** breaking news) will more than double the SeaLink fleet to 60 vessels.

CEO Jeff Ellison said the deal would be "transformational" for the company, boosting its offering and enhancing SeaLink's ability to compete for "large-scale marine transport business opportunities in Australia and overseas".

Transit Systems operates a range of services including the renowned Stradbroke Ferries in Brisbane's Moreton Bay.

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## Expedia, Orbitz merger tick

**THE** global online travel agent space became a fraction smaller this week after the US Dept of Justice gave Expedia a green light to acquire competitor Orbitz.

The US\$1.3 billion deal has been under investigation by the DOJ for six months, sifting through tens of thousands of documents and analysing data from the OTAs.

"The Antitrust Division investigated the concerns that have been expressed about this transaction," the DOJ said.

"We took those concerns seriously and factored into our analysis all of the information provided by third parties.

"At the end of this process, however, we concluded that the acquisition is unlikely to harm competition and consumers."

DOJ determined there was no evidence the merger would likely lead to new charges being imposed directly to consumers using Expedia or Orbitz.

It focused on commissions the online travel agents negotiated with airlines, car rental firms and hoteliers, finding Orbitz only accounted for a "small source of bookings...and thus has had no impact in recent years on the commissions Expedia charges".

The authority also noted the online travel business is "rapidly evolving," citing developments such as TripAdvisor's Instant Booking service and Google's Hotel and Flight Finder with their related booking functionality.

Expedia welcomed the approval, which it valued at enterprise value of approx US\$1.6 billion.

"Our mission is to revolutionise travel through the power of technology," Expedia Inc ceo Dara Khosrowshahi commented.

"Given Orbitz's focus on transforming the way consumers around the world plan and book travel, we couldn't be more aligned," Khosrowshahi added.

## FJ Hong Kong boost

**FIJI** Airways is adding a new permanent fourth weekly service between Nadi and Hong Kong effective 25 Oct.

Acting ceo David Bowden said the HKG boost provides greater travel options from mainland China, greater Asia and Europe.

"The route is an integral part of our network and our plans to develop our Nadi hub.

"We've got a great codeshare partner in Cathay Pacific who provide our customers with excellent connectivity beyond Hong Kong," Bowden said.

The new Sun service will be operated using Airbus A330-200s.

## GOL appoints DTW

**LATIN** American carrier GOL Linhas Aereas Inteligentes (G3) has appointed Discover the World as its Australian representative.

In an effort to boost travel agent awareness, the Brazilian low-cost carrier has joined BSP in Australia.



## Window Seat

**AN IMPORTANT** part about climbing the Sydney Harbour Bridge is not to distract any of the drivers crossing below - that's why the suits match the colour of the bridge itself.

But come Mardi Gras next year, climbers will be dancing their way to the summit.

BridgeClimb Sydney has announced a special climb experience will be available to book from 25 Feb to 09 Mar 2016 as part of celebrations for the annual Sydney Gay & Lesbian Mardi Gras Festival.

Climbers will be treated to a dance party of 1980's classics through their headsets as they ascend the famous archway.

Guests will also be able to belt out their favourite hits via a karaoke machine positioned at 134 metres above sea level.

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Friday 18th Sep 2015

## French flock to MEL

**AIRCALIN'S** new direct link from New Caledonia to Melbourne led to a jump of nearly 19% in French passport holders travelling to the Vic capital in Aug, new stats show.

The facility saw an 8% growth figure year-on-year with 729,795 int'l passengers coming through.

Up north, Sydney Airport's result for Aug showed a 3.4% spike for international arrivals, with just over 1.1 million touching down.

China, Singapore and India all posted double-digit growth, while the Philippines was popular for outbound travel, up 58.2% y-on-y.

## Sydney ready to rock

**ACCLAIMED** stageshow *We Will Rock You* is set to return for a series of performances in Australia next year, producers have said.

The story, set to the music of legendary rock band Queen, will hit Sydney on 30 Apr 2016 before venturing to Brisbane, Melbourne, Perth and Adelaide.

## HLO board shuffle

**HELLOWORLD** Limited today advised a shift of its Qantas board members will see Adrian John resign as a director, following a four year term with the group.

John has been replaced by QF's Rob Marcolina as a non-executive director at Helloworld, effective immediately.

Marcolina is Qantas Airways Limited's group exec strategy, transformation & IT and a member of Qantas' Group management committee.

## WTM wound back

**ORGANISERS** of World Travel Market London have announced the event will be reduced from four to three days in 2016.

The revamp will see WTM held from Mon 07 to Wed 09 Nov, with hours extended from 10am to 7pm across each day.

More content will be moved to the exhibition floor, "increasing networking opportunities".



## ATAS gaining public awareness

**AFTA** ceo Jayson Westbury has used the Magellan National Conference to encourage agents to take up opportunities presented under the China-Australia Free Trade Agreement (FTA).

AFTA is one party in a coalition supporting the push (**TD** 02 Sep).

"If you have any interest in starting a business in China, you can go and do it without having to have a local Chinese partner," Westbury said this morning.

"It is worth thinking about. It is a massive market...just remember there is quite a few hundred million people up there and they all do travel. The domestic airline industry in China is bigger than the entire global airline industry."

Westbury also revealed the findings of two recent surveys to Magellan members.

According to an independent study commissioned by consumer group CHOICE, awareness among the public of the AFTA Travel

Accreditation Scheme (ATAS) is 19%, or 1 in 5 Aussie travellers.

Separately, AFTA Owners and Managers Membership took part in an in-house survey.

Of those polled, the majority (87%) said there they had not seen a negative impact on their business since the closure of the Travel Compensation Fund.

Of the balance, 61% said their business' financial performance had not declined since Jul 2014.

Furthermore, the survey revealed the industry wants AFTA to continue to work with Govt.

"You seem to all enjoy the fact that we're involved in govt, far more than perhaps we ever have been before," Westbury said.

"The travel agent wouldn't be listed on the FTA if it wasn't for the work of AFTA and some would say 'why would you bother doing that...well why not have the ability to open in China if that's what you want to do?'"

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## Snow Conditions

**WELCOME** to **TD's** regular snow conditions update, providing info on the latest snow falls, depths and lifts in operation across key Australia and NZ ski-fields.

Here are the latest snow reports:

- Falls Creek - 74cm / 12 lifts
- Perisher - 127.3cm / 29 lifts
- Thredbo - 148.8cm / 14 lifts
- Charlotte Pass - CLOSED
- Mt Hotham - 66cm / 8 lifts
- Mt Buller - 20cm / 10 lifts
- Coronet Peak - 70cm / 8 lifts
- The Remarkables - 90cm / 6 lifts
- Mt Hutt - 120cm / 4 lifts
- Cardrona - 65cm / 6 lifts
- Treble Cone - 164cm / 2 lifts

## Thredbo kids w/end

**THE** NSW ski resort of Thredbo is winding down for the end of the 2015 winter season with a Kids Snow Festival running from tomorrow through until 26 Sep.

During the period (which is the first week of the school holidays), a kids ski free promotion is on offer - see [www.thredbo.com.au](http://www.thredbo.com.au).

## Rail continues a climb

**INTERNATIONAL** Rail has seen a 20% spike in ticket sales for the first nine months of the year compared to Jan-Sep 2014.

Managing director Jonathan Hume says Europe and the USA have performed particularly well, with rail travel overall appearing to be enjoying a boom period.

A number of new preferred deals signed has seen sales from agents soar 50%, Hume added, with similar growth tipped in 2016 with new products coming.

## Merlin promotion

**MERLIN** Entertainments has announced the promotion of Rob Smith to the role of divisional director for Midway - Australia and New Zealand.

Smith has 15 years industry experience and was involved in Merlin's acquisition of the Sydney Attractions Group and Living & Leisure Australia in recent years.

## QF Golden Op winner

**QANTAS** has announced the major prize winner of its recent 'Golden Opportunities' incentive as Sarah Phillis from Platinum Escape, South Australia.

Sarah won two Business class tickets to San Francisco and four nights accom in California.

## Busabout reps a little off-colour



**TRAVELLERS** are invited to build their own flexible European adventure with a new hop-on-hop-off loop & new music festival options, all part of the new 2016 program from Busabout, HAGGIS and Shamrock Adventures.

The Travel Corporation brand launched its new season in Kings Cross this week with a Freestyle Music Festival event in Sydney.

New for 2016 is the East Loop Pass which includes stops in Italy, Austria, Czech Republic, Poland, Hungary, Slovenia and Croatia, all on a hop-on-hop-off basis.

There are three ways to tackle the loop, either in two, three or four-week minimum travel times allowing travellers to take on the journey as they see fit.

The popular West Loop, North

Loop and South Loops are back and allow travellers to connect with some of Europe's best music festivals in Split, Bilbao and more.

"Recognising that a number of travellers were using the Hop-on Hop-off network to connect with others on the music calendar, we have significantly expanded our range of festival experiences in 2016 with the addition of Sziget, Ultra, Sonar and more," Busabout acting gm Amanda McCann said.

A variety of earlybird deals are now in market for bookings paid in full by 30 Nov, with 15% off hop-on-hop-off passes and 12% off other selected itineraries.

Two of Busabout's NSW sales managers Shane Flanagan and Greg Lawson are **pictured** above at Wed night's launch.



## Book Etihad and airberlin to win a trip of a lifetime.

How would you like the opportunity to take a friend on a week-long trip to Germany? Imagine this: art treasures from all eras, an electric nightlife and the chance to have a completely unique adventure you'll never forget.

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A draw will be held at the end of the promotion and 1 lucky winner will win 2 Economy Class tickets and a week itinerary through Germany.

Offer is valid for bookings until 30 October for travel between 15 September 2015 and 31 May 2016 to qualify.

Visit [agents.etihad.com](http://agents.etihad.com) for the full itinerary and terms and conditions.

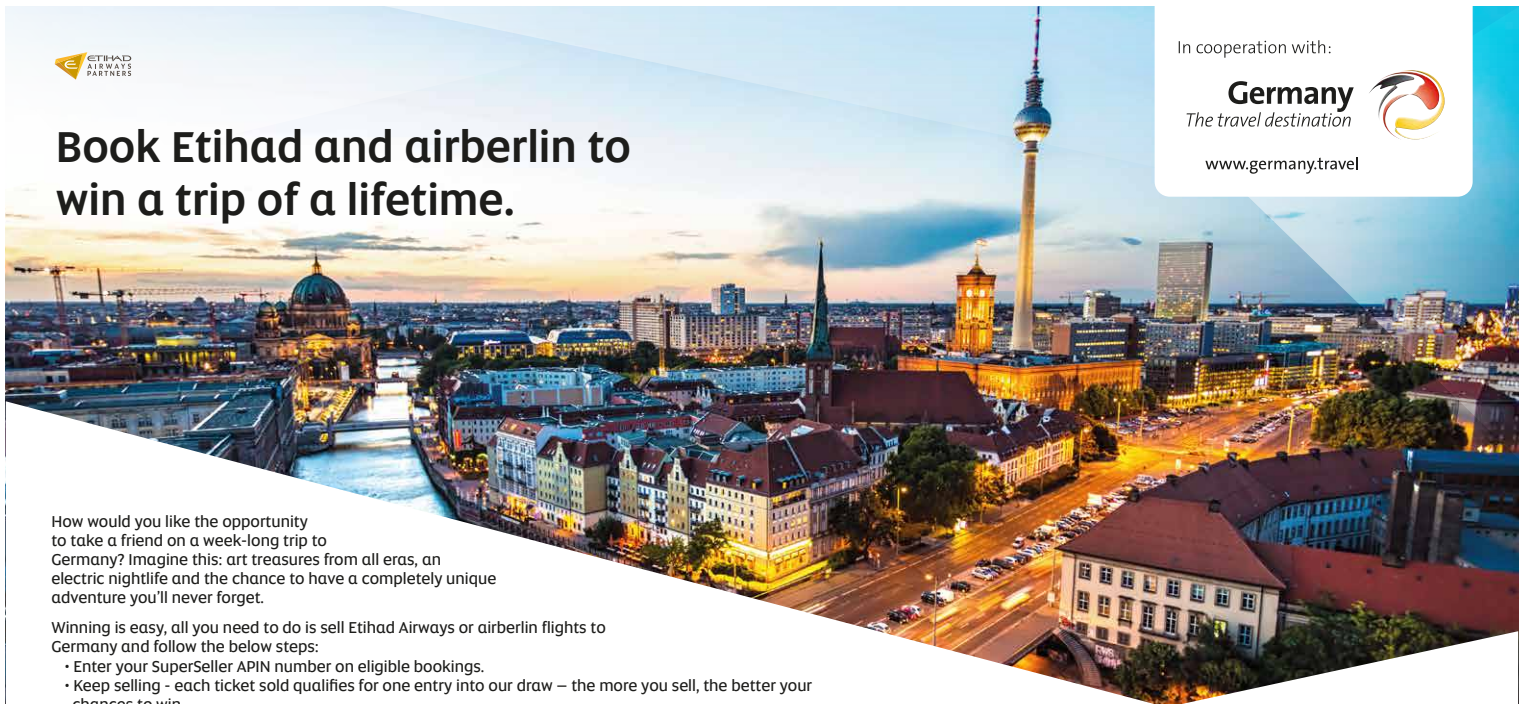
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## MTG Members dinner a cracker



**MAGELLAN** members and suppliers were in good spirits as they gathered at the Melbourne Cricket Ground for the Magellan Members Dinner last night.

Delegates met in the National Sports Museum, where chairman Andrew Jones channelled his inner sports journalist and interviewed Melbourne Football Club player Jack Watts.

After receiving a little insight into Watts' post-season week shenanigans, delegates were given the grand tour of the MCG, before heading to the MCC Members Dining Room.

There was speculation as

delegates tried to guess who the Mystery Australian sports star guest speaker would be and they weren't disappointed, with Mick Collins, who represented Australia in the 2008 Sudoku World Championships stepping up to the plate.

Collins (left) was a roaring success, with delegates in stitches as they heard how he achieved his boyhood dream of playing for Australia.

**Pictured above** from left are Paul Cook and Kevin Bishop from Bunnik Tours & Mark Pearman, Epping Travel.



**ABOVE:** Julie de Palo, Bench International and Connie Roos from World Wide Travel.

**LEFT:** David & Helen Neale from Freeway Travel, Adelaide.



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## Travel Daily

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Friday 18th Sep 2015

### Govt supports VA/EY

**VIRGIN** Australia's application to renew its alliance with Etihad Airways has gained support from the Department of Infrastructure & Regional Development.

In a new submission to the ACCC which is currently studying the merits of reauthorising the VA/EY alliance between Australia and the UAE for a further 10 years, the govt highlighted the "very small" share of capacity Virgin Australia has on the route.

The Department said VA only carried 2.1% of total passengers who disembarked in the UAE, including those who connected to a further overseas destination.

It said Qantas and Emirates are the dominant carriers on routes from Australia to the UAE and onwards to the UK and Europe.

EK holds the strongest share of patronage to the European Union at 28.6% while QF holds 14.7%.

The Department said it believes Virgin's alliance with Etihad "has benefited Australian consumers by enabling VA to offer its customers better access to Virgin Australia's virtual network".

"Noting Virgin Australia's low market share on these routes, we believe that VA's ability to compete effectively with Qantas and Emirates would be enhanced if the alliance is reauthorised," the Australian Govt concluded.

Tourism WA also backed the renewal of the VA/EY alliance.

### VN upgauge Sydney

**SKYTEAM** member Vietnam Airlines is altering aircraft utilised on the Ho Chi Minh City-Sydney route to Boeing 777-200ERs, effective 30 Nov.

According to GDS displays, VN is upgauging to the 777 from the currently used Airbus A330-200s.

### 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.

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## Minor enters Bahrain

MINOR Hotel Group has continued its expansion into the Middle-East, signing its first resort in the Gulf nation of Bahrain.

Located in Durrat Al Bahrain and flagged under its Anantara brand, the resort will offer 220 keys, opening to guests from 2018.

The resort will feature as part of an enormous 21sq kilometre development of 5,000 residences.

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# Travel Daily

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## Dollar impact in fact

THE first edition of a new travel survey launched by the Tourism & Transport Forum has found nearly 40% of Australians are in fact reconsidering travel plans in light of the declining Australian dollar.

Conducted nationally, the study revealed that 7% of respondents had switched destination to one with a better exchange rate, with 5% opting instead for a domestic break instead of going overseas.

Domestic travel is tipped to boom as a result of the currency, with 15% saying they will holiday more frequently in Australia.

TTF chief Margy Osmond said the falling Aussie dollar was "starting to have an impact on travel intentions & we can expect that to strengthen over time".

## Up close with locals

INFINITY Holidays has loaded a selection of Buffalo Tours' new 'Local Life Tours' (TD 12 Aug) which aim to take guests up close with local life in a destination.

Each departure is capped at eight participants, guided by Buffalo Tours employees and take guests into the daily lives of a place's citizens for a brief period.

At present, Infinity has loaded seven itineraries from Buffalo's range of 35, including three in Bangkok, two in Phuket and two in Hong Kong, all available now.

## Taiwan tailoring to tourists



NEARLY 100 local agents turned out with suppliers and guests at The Westin Sydney for the annual Taiwan Tourism Bureau (TTB) roadshow for 2015.

Co-hosting partners for the event included Star Cruises and Taipei-based China Airlines, which will soon add Melbourne to its int'l network, with service starting from next month (TD 24 Jun).

The main message for the trade was that Taiwan offers such a breadth of product & experiences that itineraries can be tailored to suit the constraints of any budget.

New attractions in the pipeline were also showcased along with an Aboriginal dance performance

showcasing Taiwan's beauty.

Special guest travel advisor Lucas Sung gave attendees a vivid description of Taiwan's natural beauty including mountain ranges and outdoor hiking trails.

Star Cruises also offered an update on its voyages to Taiwan, showcasing the ports on offer and experiences available at each as an alternative to arriving by air.

## Awards for museums

AUSTRALIAN museums and galleries took out half of the top ten positions in the TripAdvisor Travellers' Choice Awards for the South Pacific's best museums.

The National Gallery of Victoria was voted by travellers into top spot and third overall, with the Museum of New Zealand in Wellington taking top honours.

MONA, The Australian Age Of Dinosaurs and the Melbourne Museum also featured in the list.

On a global scale, New York's Metropolitan Museum of Art was voted the world's best museum, according to TripAdvisor voters.

## New UNWTO affiliates

THE WYSE Travel Confederation was among 26 new additions admitted as an affiliate member of the United Nations World Tourism Organisation.

All new members have been ratified by the General Assembly at its latest meeting, which took place this week in Colombia.

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# Travel Specials

**WELCOME** to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to [specials@traveldaily.com.au](mailto:specials@traveldaily.com.au).

If planning a last-minute dash to the UK this year, **Back-Roads Touring** is offering 50% off prices for departures in Oct, Nov and Dec this year. To qualify, book two itineraries setting off within this period and receive 50% off the cheapest of the two. T's & C's apply - phone 1300 100 410 for info.

Fresh off the release of its 2016 small group collection for 2016, **Beyond Travel** is offering \$500 in travel vouchers on bookings of its 12-day 'Across Scandinavia by Land & Sea' itinerary if booked in by 31 Dec, priced from \$7,995ppts. Vouchers can be spent to top up the journey with extra hotel nights or other Beyond Travel product. Ph 1300 363 554.

**Central Cosmo Apartment Hotel** in Brisbane has released a weekend special of \$120 per night for studio apartments aimed at quick getaways to the Queensland capital before Nov. Valid for minimum two nights on Fri, Sat and Sun nights. See [www.centralapartmenthotels.com.au](http://www.centralapartmenthotels.com.au).

Luxury resort brand **Banyan Tree Hotels & Resorts** has kicked off a new 'Credit Goes To You' global campaign for bookings before 30 Mar 2016. Guests booking the package will receive US\$350 worth of hotel credits to spend in-resort at any restaurants, spa or retail outlets. **CLICK HERE**.

## Mandatory tracking

**AIRLINES** based in Europe will have until Nov next year to install aircraft tracking technology on new aircraft from 2018 as part of a new requirement from the Int'l Civil Aviation Organisation (ICAO).

The European Union is backing the plan for mandatory tracking in the wake of both MH370 and the Air France disaster of 2009.

ICAO will mandate aircraft report their position every 15 minutes when flying over an ocean or a remote stretch of land.

Member states of the EU have already approved the measure, which will take effect from 27 Oct.

## National Park leases

**INVESTMENT** in Vic national parks will be disrupted if the state government proceeds to abolish 99-year leases, the Victoria Tourism Industry Council says.

VTIC chief executive Dianne Smith said the plan to amend the maximum lease period to 21 years will limit development of significant park-based projects.

"Reducing maximum lease terms to anything less than 50 years will stifle development as industry will walk away from investing in Victoria," Smith said.

Legislation is currently before the Victoria state parliament.

## BUSINESS DEVELOPMENT EXECUTIVE

We are a full-service events management agency with a diverse, dynamic team of about 12 staff and a great company culture. We now have a rare opportunity for someone to join us full-time as Business Development Executive, working with our BDM to drive new business development and assist the BDM in achieving the company's sales targets.

You will source new clients from the corporate events industry and new market segments through internet research, identify new lead opportunities and prepare lead proposals for the BDM. Ideally suited to a graduate or career starter wanting to get into Events, but specifically sales.



If this interests you please email:  
[K.Mathieson@ideventsaustralia.com](mailto:K.Mathieson@ideventsaustralia.com)

*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](http://www.traveldaily.com.au).

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## Self bag drop at HKG

**HONG** Kong Int'l Airport will soon offer one of the world's largest self-tag bag handling systems, with 120 new machines to be rolled out in coming months.

The system comes after airport technology firm Rockwell Collins signed a new agreement with Airport Authority Hong Kong.

HKG will integrate the Rockwell Collins Scan & Fly self-service bag drop solution to its existing suite of processing and baggage message distribution technology.

## First Cliff Walk opens

**SWITZERLAND'S** popular Jungfrau region has a new tourist attraction, with the opening of the Grindelwald First Cliff Walk summit trail held this week.

The attraction will be open year-round and consist of a suspension bridge, cliff-side walkway and viewing platform at 2,000m high.

An 800-metre zip line & scooter rides will also be open for visitors.

Friday 18th Sep 2015

## Airpoints for Business

**NEW** Zealand small & medium businesses can now earn Air New Zealand Airpoints on a company account when their employees travel as part of a new 'Airpoints for Business' initiative launched.

Airpoints will also accrue 20% faster than an individual account.

Transactions at partner firms such as Avis & Budget car rental and Westpac will also allow points to be earned, with more eligible partners set to be added.

Registered NZ companies with 20 employees or less can register Airpoints for Business accounts.

Air NZ head of customer loyalty Mark Street said Airpoints for Business was a natural progression for linking with business owners.



## 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)

Q14. Which mode of transport is used to reach Sapa from Hanoi on the Sapa Explorer Small Group Journey?



## SEARCHING FOR A NEW ROLE? REGISTER TODAY

**FOR ALL THE BEST VACANCIES VISIT [www.aaappointments.com.au](http://www.aaappointments.com.au)**

NSW & ACT - 02 9231 6377 - [apply@aaappointments.com.au](mailto:apply@aaappointments.com.au)

VIC, WA & SA - 03 9670 2577 - [recruit@aaappointments.com.au](mailto:recruit@aaappointments.com.au)

QLD - 07 3229 9600 - [employment@aaappointments.com.au](mailto:employment@aaappointments.com.au)

### ENJOY FUN IN NUMBERS IN THIS GROUPS ROLE!

#### GROUPS TRAVEL CONSULTANT

##### NORTH SYDNEY – SALARY PACKAGE UP TO \$60k OTE

This leading global agency has a specialised group's team who handled leisure requests of 10 or more pax. Design all aspects of exciting worldwide all-inclusive tours, including flights, cruise and land products. Build new & maintain the existing customer & supplier relations. Use your knowledge & creativity to develop unique itineraries. Enjoy M-F only, top salary with uncapped comm & ongoing training. If you have min 2 years' exp inc groups, solid airfare knowledge, passion for travel & go-get attitude, Apply Now!

### MIX BUSINESS LEISURE WITH WORK PLEASURE

#### RETAIL TRAVEL CONSULTANT

##### HILLS DISTRICT – SALARY PACKAGE UP TO \$60K OTE

This boutique leisure specialist is in search of an experienced consultant to join their knowledgeable team. Assist their loyal repeat or by appointment clientele with their luxury worldwide requests. From a family trip to Mauritius to a retired couples dream European river cruise; book Flights, Cruises, Rail & Escorted Tours to exclusive destinations. If you have min 4 years high-end consulting exp, solid GDS & fares knowledge you can join this close-knit team & enjoy top bonuses, fab famils & an office closer to home. Apply Now!

### MIX BUSINESS WITH LEISURE PLEASURE

#### DOMESTIC & MULTI-SKILLED CORP OR LEISURE EXPERTS

##### NORTH SYDNEY – SALARY PACKAGE UP TO \$80K OTE

We are searching for a passion corporate consultant to join this industry leading boutique SME specialist. Work in a small team to service a dedicated portfolio, providing the highest level of customer service, to confirm international travel requests. With ongoing training, career progression and a supportive team environment you can also enjoy M-F only, top salary, health discounts and so much more. If you have corp or high-end leisure exp, solid airfare & GDS knowledge plus a passion to succeed, you will fly in this role!

### LIGHTS, CAMERA, ACTION!

#### VIP TRAVEL CONSULTANT

##### MELBOURNE – SALARY PACKAGE TO \$90K (OTE)

This well-established global company are expanding! Recently winning new accounts within the sports and entertainment industries, they need their next sales superstar to join their professional team. You must have a min. 2 years corporate experience and have the ability to work well under pressure. A top salary package is on offer including uncapped commissions, in addition to famil offerings, invites to exclusive events, in house gym facilities and a great city fringe location with a bright and vibrant office.

### STEP UP TO MANAGEMENT

#### LEISURE TRAVEL MANAGER / SUPERVISOR

##### MELBOURNE (CBD) –SALARY PKG TO \$75K (DOE) + INC.

This award winning Travel Management Company is seeking a competent leisure travel professional 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 with a small following of clientele. Mon to Fri hours only.

### UNIQUE TRAVEL OFFICE

#### JUNIOR TRAVEL CONSULTANT

##### PERTH (CITY CENTRE) – SALARY PACKAGE TO \$48K

Are you a junior travel consultant with approximately 6months experience, looking for a change of pace and role that is more focused on customer service, than cut throat sales? This terrific travel office are seeking their next customer service star to join their young and dynamic team. This is an amazing opportunity for a junior travel consultant looking to move across to a unique role servicing the local tourist industry. Enquire today to find out more! Fantastic team environment with a very supportive Manager.

### HIGH END LEISURE TRAVEL CONSULTANTS

#### SENIOR RETAIL TRAVEL CONSULTANT

##### BRISBANE – TOP SALARY PACKAGE \$\$\$

Experienced travel consultants, do you have your own client database? Are you looking for a change of pace and scenery in your working life? This premium travel specialist is currently recruiting for experienced retail travel consultants for their high end, appointment only agencies located in Brisbane. Enjoy Mon to Fri hours, a great salary pkg and luxurious and modern offices. Min 2 yrs exp. is essential for this role as well as a previous client database. Don't let this unique role pass you by, apply now to find out more!

### ISLAND OASIS!

#### ACCOUNTS RECEIVABLE

##### WHITSUNDAYS – \$49K + SUPER

Come work for an industry leader on this beautiful island resort in the Whitsundays. Responsibilities include accounts receivable duties, invoicing, month end processes, credit applications, liaising with conventions, groups & sales departments, reconciling master accounts, preparing monthly reports & ensuring the credit policy is followed. Great \$\$, ability to live on island & a work environment your friends will envy! Previous experience required in a similar role, preferably within a hotel. Don't delay, apply today!





*Working in partnership with the Australian Travel Industry*

### Travel Cruise Consultant

**Brisbane, \$40 - 48k + Comms, 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.

### Travel Agency Sales Executive - NSW

**NSW/ACT, Circa \$60k + Bonus, Ref: 1924MB1**

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

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

### Wholesale Business Development Manager

**Melbourne, \$55k + Bonus, Ref: 0939KF1**

Rare Business Development opportunity for a fantastic and well respected wholesale company! Do you have sound wholesale BDM experience and a proven sales record? This leading travel company are looking for an experienced Sales Manager or Business development Manager to assist with their ongoing expansion across the travel market. Develop a network of retail travel agents and develop these agents to support the product. Excellent benefits on offer for the right person plus interstate travel.

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

### Leisure Travel Consultant

**Adelaide, \$55k, Ref: 1839DV1**

This is a fantastic opening and a great opportunity for an experienced Travel Consultant to join a refreshingly vibrant and successful travel agency in SA. My client is looking for a confident experienced individual who is comfortable handling all types of clients and who is confident when speaking about travel destinations. With a fantastic reputation within the travel industry this role offers stability and progression, further to that a competitive salary and excellent working environment.

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

### Reservation Travel Manager

**Brisbane, \$55 - 60k + Incentives, Ref: 1912LM1**

Are you looking to challenge yourself in your next role? An extremely reputable and well established travel company located in Brisbane is looking for an experienced travel professional to bring in their passion and enthusiasm! You will lead a small team of travel specialist and focus on selling a wide range of travel products to the South Pacific Region. My client is looking for someone that is approachable and adaptable to working within a close knit experienced team. GDS skills are required.

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

### Finance Officer - Leading Airline

**Sydney, \$50 - 60k + Super DOE, Ref: 1927PE1**

My Client, A Leading Airline with offices located in Sydney CBD are looking for a Accounting expert to come on board and join their Team. Working with other experienced professionals, this is a varied role requiring a high level of attention to detail for preparing, managing, reconciling payments from suppliers & customers for a leading Airline with an emphasis on delivering outstanding experiences for clients, suppliers and team members. A great opportunity for a seasoned Finance Professional.

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  
(02) 9113 7272 or click [APPLY](#) now.

### Corporate Consultant

**Perth, \$50-55k, Ref: 8198DV0**

My client requires an experienced corporate consultant to join their team in central Perth. My client is an Australian-owned corporate giant and you will be well looked after with further progression available for hard workers! Corporate Consultants that have international experience thrive in this environment and you can also! An exciting challenge, with a competitive base salary, monthly bonus and excellent working hours that will allow you to enjoy a perfect social/work life balance!

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



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**online... on mobile... in branch**