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# Travel Daily

First with the news

Monday 21st Sep 2015

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## Tourism Minister returns

**INDUSTRY** groups are united in praise for Prime Minister Malcolm Turnbull reinstating 'Tourism' to its own federal portfolio, with positive comments coming from AFTA, the TTF, ATEC and the TAA.

The affairs of the sector will now be overseen by Senator Richard Colbeck, while former Minister Andrew Robb retains Trade & Investment albeit minus tourism.

Tasmanian Senator Colbeck has held his seat in the Upper House in Canberra since 2002.

Senator Colbeck's official title will be the Minister for Tourism and International Education.

Australian Federation of Travel Agents ceo Jayson Westbury lauded Colbeck's appointment.

"AFTA welcomes the reintroduction of the Tourism Minister status by the Turnbull

government and looks forward to working with Minister Colbeck on a range of important travel and tourism issues," Westbury told *TD*.

Former Labor Tourism Minister, now Tourism Accommodation Assn chairman Martin Ferguson said a dedicated minister was "an encouraging sign that the value and importance of tourism is being recognised".

From the export sector, ATEC managing director Peter Shelley also sent his support.

"Tourism now has several strong advocates, with the continuing Trade and Investment Minister, Andrew Robb, already being a great industry supporter in the cabinet," Shelley said.

TTF ceo Margy Osmond said the decision to leave tourism out of Cabinet means the sector will continue to need strong support from senior cabinet ministers Julie Bishop and Andrew Robb.

### Today's issue of TD

*Travel Daily* today has nine pages of news, including a photo page for **Atout France** plus full pages from: ([click](#))

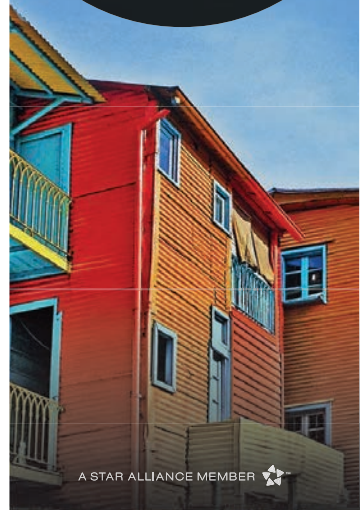
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## Jetstar LATAM codeshare

THE Qantas Group is seeking approval from the Australian Govt to allow LATAM Airlines to place its designator code on Jetstar Airways flights across the Tasman.

According to an 'Application for Variation' submitted by Qantas late last week to the International Air Services Commission (IASC), the Latin American carrier plans to begin placing its code on select JQ-operated flights to and from New Zealand, effective 25 Oct.

QF has requested an allocation for Jetstar for "unlimited capacity and frequency" for the duration of its Determination IASC 102 for the New Zealand route.

Qantas told the IASC it will provide a "confidential codeshare agreement" between the two carriers separately.

A spokesperson for Jetstar told *Travel Daily* at this stage the deal will only see LATAM add its code to JQ flight, with LATAM not carrying the JQ code on its metal.

MEANWHILE, QF has expressed concern to the IASC about how Virgin Australia will meet control & ownership criteria for its low-cost offshoot Tigerair Australia's

operation to Bali (TD 07 Sep).

VA plans to switch its mainline ops to Tigerair for flights ex Perth, Adelaide & Melbourne from Mar.

In a submission to the IASC, Qantas said VA's application fails to provide information on the entity that will use the capacity, other than a wholly-owned subsidiary of Virgin Australia Int'l, *The Australian* reported on Sat.

"Based on the available information, questions remain about the basis upon which the VAI subsidiary can meet the various requirements necessary to utilise the capacity," QF said.

### AAA delay concerns

THE Australian Airports Assoc is urging passengers departing from airports around the country to allow extra time to clear customs due to protected industrial action by border security (TD Fri).

AAA ceo Caroline Wilkie today said the timing of the action "could not be worse" (falling in the school holidays) and called on the Govt to resolve the issue as quickly as possible.

### Haircut for Flight Centre executives

DESPITE recording a whopping \$366.3 million profit before tax - that's \$1 million a day - senior Flight Centre staff were paid less in 2014/15 than in the previous year because "bottom-line results did not meet initial expectations".

According to the Flight Centre annual report, released on Fri, ceo Graham Turner remains one of the best value CEOs in Australia with a salary package significantly lower than his ASX100 peers.

Turner's total package of \$541,008 was about \$70k less than last year, while chief operating officer Melanie Waters-Ryan dipped below \$1m, taking home a package worth \$986,127.

FCm chief Rob Flint dropped about \$200k to \$580,068 while former cfo Andrew Flannery also took home \$541,008, down \$70k.

Company secretary and AFTA director David Smith increased his wage to \$962,125 while Chris Galanty, head of UK and South Africa, was FC's highest paid executive with a \$1.37m package.

During the year, Turner's 15 million shares earned him more than \$23 million in dividends.

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## Google opening data pool

**CONSUMER** travel trends based on the exhaustive search data of internet giant Google will be available to the travel industry via a new 'Travel Dashboard'.

Unveiled over the weekend at the Future Travel Experience Global 2015 show in Las Vegas, the dashboard tool will scan data and report on a quarterly basis.

Airlines, hotels and other travel industry sectors will be able to work with Google to access the data and better understand the booking patterns of its customers.

Initially, the dashboard presents data trends over a two-year period to Jun 2015, looking at travel booking patterns & habits across 25 major US markets, however this is tipped to become available on a global basis soon.

Companies will be able to see the most-searched brands, destinations travelled, top-five questions asked of the engine and even segment the data to see

which searches originated from computers or mobile devices.

In its presentation, Google head of travel industry Megan Danielson said the dashboard will offer opportunities to shorten re-booking cycles, create a more personalised inflight experience & develop new ancillary revenue streams for post-flight follow-up.

Further innovations such as inflight entertainment generated by Google Maps, 'Street View' tours of aircraft and "beacon-enabled interactions" were all ideas to help the industry better learn from the guest experience.

## Old Clare opens door

**SYDNEY'S** newest member of the Design Hotels network - The Old Clare Hotel - has opened its doors in Chippendale, offering 62 rooms within the heritage-listed Clare Hotel pub and the Carlton & United Brewery admin buildings.

## Feedback for Insider

**INSIDER** Journeys is offering two \$50 Coles Myer gift cards as reward for agent participation in a short survey canvassing industry awareness of its new brand.

**CLICK HERE** for the short survey.

The small group operator is also giving away a trip to Indochina as part of this month's exclusive **Travel Daily** competition - **pg 9**.

## Narrabri flight revival

**PROMINENT** tourism investor Dr Jerry Schwartz has pledged his financial backing to the founding of a new regional carrier to launch services between Sydney, Narrabri and the Hunter region.

The Airspeed Northwest Group has issued a tender for a new air service operator to run flights from Narrabri Airport to Sydney on a 19-seat Beech 1900 aircraft.

Narrabri has been without direct air services since the collapses of both Brindabella Airlines and Vincent Aviation in recent years.



## Window Seat

**LOVE** is still clearly in the air at Destination NSW, with the state tourism body still talking about Sam Wood choosing Snezana Markoski on last week's finale of *The Bachelor* on Channel 10.

DNSW is aiming to cash in on the hype and hysteria by releasing a "foolproof" guide to the most magical *Bachelor*-style dates which took place in NSW.

Both Sydney and regional parts of the state feature on the list, with BridgeClimb, Eastsail and Italian charter boat La Dolce Vita all promoted as the way to secure a "rose" from your man.

DNSW even set a challenge for couples to try and break the longest-kiss record set at the bridge summit by Nina and Sam.

Hot-air ballooning, go-karting, jet-boating and winery touring are also included in the list.



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Fares above depart from Perth. On sale until 4th November 2015. For travel from the 1st March to 23rd March 2016 and the 28th September to 31st October 2016. Other Edinburgh sale fares are available for other travel dates



## Strand Cruise reps

**SOUTH** Melbourne based firm EnticingAsia has been appointed as sales & marketing representatives in Australia for The Strand Cruise.

The Thai company will offer three & four nights sailings of the Ayeyarwady between Bagan and Mandalay from early 2016.

## Burkina Faso warning

**THE** Australian Govt is urging Aussie travellers to reconsider the need to travel to Burkina Faso following a coup, the closure of all borders and a curfew imposed. For more details, [CLICK HERE](#).

## EK 777 ft milestone

**EMIRATES** celebrated over 859,000 flights using the Boeing 777 aircraft late last week.

The Dubai-based carrier has 147 Boeing 777s in its fleet which have logged more than 4.7m flight hours since Emirates took its first delivery in 1996.

## US east coast HSR tick

**PLANS** for a new high speed rail (HSR) passenger rail line between Richmond and Raleigh (R2R) in the US Southeast has been given the all-clear by the US Govt.

Although still waiting to secure funding, once developed the 162-mile R2R line will cut down the commute between the two cities from 3.5hrs to just 2hrs.

The R2R will utilise existing & former rail lines for about 60% of the route and is part of a much larger multi-state plan to link Washington DC with Atlanta.

"High-speed rail in this region is not a luxury but a necessity," US Transportation secretary Anthony Foxx said on Fri.

## MU plot 14 JFK boost

**CHINA** Eastern has proposed to jack up flight frequencies from Shanghai Pu Dong to New York JFK from the current daily service to twice daily using Boeing 777s, effective 12 Dec, GDSs indicate.



## Macfarlane: agents unrivalled

**THE** industry is going to see a lot more personalisation, the value of experience and the return of service, ceo of Magellan Travel Group Andrew Macfarlane predicted at the Group's national conference last week.

"The modern consumer simply does not want to be treated as part of a mass market," Macfarlane said.

"They want to be recognised as individuals with a specific, unique & personal set of wants & needs." Macfarlane said the key to personalisation is not just in technology, but also in human to human interaction.

"No algorithm, no mining of big data, no clever programmer in Silicon Valley can supplant the ability of an experienced travel consultant to sit down and map a path to personalisation through a conversation."

The next big trend is the value

of experience.

The internet has spoiled consumers for choice, but Macfarlane says what they want is a curated selection of choices tested and recommended by an experienced travel professional.

"Only through the depth of experience can travel professionals come to know destinations, know suppliers and products in such detail that they can hand pick the ideal elements and then construct a travel solution to meet the personal needs of today's traveller," Macfarlane said.

The final trend identified is the return to service.

Macfarlane believes there will be a return of service and the preparedness to pay for it.

"The thing about delivering on service rather than just on price, is that it generates a loyalty in a way that price never will".

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## Magellan awards top agents



**THE** Magellan Travel Group's Conference was brought to a close on Fri with the Annual Gala and Awards Dinner, with guests donning their Venetian Masquerade costumes.

Nearly 300 members and suppliers were present, with the award for best dressed going to Jonathan Doneley and Andrew Cross from Wings Away Travel (pictured top right).

Sonia Jones and Nadine Jones, Hawthorn Travel and Cruise weren't far behind (pictured right with Trevor Jones).

Magellan's Achievement and Recognition Awards followed, with Brooke Crees of Champagne Travel in WA being named Rookie of the Year, Diane Rawlings of where2travel in Vic taking home Leisure Travel Consultant of the Year and Belinda Ward of Spencer Travel Group in NSW receiving Corporate Travel Consultant of

## Escape conveyance

**NORWEGIAN** Cruise Line's 164,600-tonne *Norwegian Escape* has been moved from the Meyer Werft shipyard in Papenburg to Eemshaven ahead of its sea trials.

## 4 Seasons Gulf push

**LUXURY** hotelier Four Seasons has confirmed plans to boost its presence in the Arabian Gulf with three new properties in 2016.

The expanded portfolio will include the 200-room Four Seasons Hotel Abu Dhabi at Al Maryah Island - the group's first hotel in the emirate.

In Dubai, Four Seasons will open a second location in the city.

The Four Seasons Hotel Dubai International Financial Centre will feature 106 rooms and will complement Four Seasons Resort Dubai at Jumeirah Beach.

Also opening in the Middle East next year will be the 263-room Four Seasons Hotel Kuwait at Burj Alshaya, the bespoke hotelier's debut property in Kuwait.

## 3 Cape Track bookable

**HIKERS** are now able to make reservations on Tasmania's Three Cape Track multi-day 46km walk.

The four-day trek of the state's far south east begins with a cruise from Port Arthur Historic Site, and includes Cape Pillar, Cape Hauy and Cape Raoul.

Nature lovers will spend the night in huts, meaning no need to carry tents, sleeping mats etc.

Up to 48 walkers will be able to depart daily on the track, which officially opens on 23 Dec.

Prices vary from \$495/adult and \$396/child for the premium accommodated experience - see [www.threecapestrack.com.au](http://www.threecapestrack.com.au).

## CLE dodgy in winter

**MANAGERS** of Cleveland Hopkins Int'l Airport are facing a US\$735,000 fine from the Federal Aviation Administration for failing to maintain "a safe airport during winter weather".

The civil penalty comes after a 15-month investigation of CLE, in which the watchdog found there were "numerous occasions" the airport's runways and taxiways were not clear of ice and snow.

Incidents recorded over the period included two commercial aircraft being left disabled on taxiways due to unsafe braking conditions on 30 Dec 2013.

Another incident on 18 Jan 2014 saw an Aircraft Rescue and Fire Fighting vehicle slide on ice during a training exercise, which entered a runway as an aircraft began its takeoff roll at the same time, resulting in a runway incursion.

The City of Cleveland has 30 days to respond to the FAA.

## Thrifty mountain bike

**THRIFTY** Car Rental in New Zealand is introducing mountain bike rentals, available with select 4WD vehicles for rentals of four days or longer from next month.

A maximum of two mountain bikes are permitted per rental.

Included in the cost is a helmet, lock, repair kit, pump, bike carry bag - all loaded in the vehicle.

They are available in Auckland, Queenstown and Wellington.

the Year.

**Pictured** are Magellan directors & co-sponsors of the Gala Dinner & the team from Qantas Airways.



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Christchurch- Melbourne	CI58	19:50	21:40	1.3..6.	



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Applications close: COB 1 Thu, October, 2015.

Any applicants not responded to within 14 days have been unsuccessful.

## Kiev hotels a bargain

**THE** capital of the Ukraine, Kiev is among the cheapest European cities to find at least three-star, positively reviewed hotels in Europe, a new survey has found.

According to *TravelMag.com's* survey, during the month of Sep (the busiest period of the year for most European cities), a double room in Kiev was on average just €29 (AU\$45) per night.

Also in the most affordable 40 most popular destinations in Europe was Sofia at €30 (AU\$47) and Bucharest €34 (AU\$53).

## NINJAGO to Legoland

**LEGOLAND** California Resort has revealed it is developing a new land inspired by the NINJAGO series of LEGO.

Set to launch in 2016, the land will feature a game for park visitors to test their reflexes, interactive experiences to test physical skills, balance and agility, Asian cuisine & shopping venues.

At the centre of the new land will be NINJAGO The Ride - a 4D interactive high-tech attraction.

## Rarotongan winner

**THE** Rarotongan Group of Resorts has named Naomi Alexander of helloworld Penrith as the winner of its prepaid Visa card during the recent Cook Islands Roadshow promotion.

## IAG calls to axe APD

**THE** International Airlines Group has responded to a discussion paper on the Air Passenger Duty (APD), urging the UK Treasury to axe the duty.

In the paper, the Govt admits the devolution of the APD would harm English regional airports as passengers would cross borders to avoid paying the aviation tax.

IAG chief Willie Walsh said the paper finally acknowledges that partial APD devolution "will not work", referring to the move as a "smokescreen".

"APD should be scrapped across the UK otherwise we end up with a domino effect at airports as passengers drive across the country seeking cheaper flights," Walsh remarked late last week.

## Peugeot leasing deals

**DRIVEAWAY** Holidays has up to 25% off Peugeot Open Europe Program rates when leasing the 2008, 308 SW, 3008, 5008 and Tepee ranges for collections up until 31 Dec - call 1300 723 972.

## QR scrapes off in MIA

**A BOEING** 777-300ER operated by Qatar Airways suffered substantial damage when taking off at Miami Airport after striking the runway's lighting system.

Flight QR778 from MIA to Doha on 15 Sep clipped the 6m high approach lights, located about 60 metres beyond the end of Runway 09.

The aircraft continued onto Doha Hamad Int'l Airport, landing 13.5hrs later without incident.



## CAREER OPPORTUNITY

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# Brochures



**WELCOME** to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



### MW Tours - India 2016/17

Mandarin World Tours' 2016/17 program offers itineraries spanning from nine to 19 days. A highlight is the 19-day Sri Lanka, India and Nepal Triple Indulgence. The tour starts in Sri Lanka, with the opportunity to spot leopards and wild elephants and relax in Bentota resort before flying to India to tour Delhi, Agra and Jaipur to visit the Ranthambore tiger reserve. Lastly, the tour flies to Nepal for a tour of the Kathmandu valley and an optional scenic flight of Mt. Everest.



### French Travel Connection - 2016

The latest brochure from French Travel Connection offers more Regional France Packages, a Monaco Exclusive Passport to Monte Carlo, Chateaux stays, Local Experiences, Cycling and walking tours. New to the program is the 15-day La Grande France Escorted Tour, which visits Loire Valley, Dordogne, Provence and French Riviera regions on board a luxury coach.

There is also a new special interest section including cooking classes, walking tours, cycling tour and languages classes.



### Topdeck - Europe & Sailing 2016

Topdeck's new brochure details 114 trips, including four new ones: 49-day Mega European - Egypt, 28 day European Paradiso, 14 day Spanish Fiesta and 7 day Ibiza Sailing. Topdeck offers five different styles of trips with accom ranging from hotels, camping and sailing. Activities include a gondola ride in Venice, dinner at the Hofbrauhaus, sailing in Greece, a traditional dinner in a Turkish home, a visit to Dracula's Castle in Romania and an Amsterdam dinner canal cruise.



### Amras Cruises - European Waterways 2016

Amras is the newest river cruise product to launch in Australia and offers all-inclusive packages including all meals, on-board experiences and shore excursions. Itineraries include 15-day Across Europe which ventures from Amsterdam to Budapest and 10-day Classical Rhine & the Swiss Alps, which cruises by castles, monasteries, vineyards, villages and cathedrals. Another highlight is the 10-night

Fascinating Danube & Prague, which departs Prague and ventures through Nuremberg and Budapest.



### Abercrombie & Kent - Connections 2016

A&K has released its new portfolio of Connections Worldwide journeys, offering a total of 39 small group journeys to Europe, Asia, India, Africa, Arabia and the Americas. New to 2016 is a trip through Italy from Rome to the north which focuses on food, culture and the coast. There are also new European river cruises including Christmas departures and food and wine and art and architecture focused cruises.



### European Waterways - Hotel Barge Cruises 2016/17

European Waterways' new brochure features barge cruises throughout France, Italy, Holland, Scotland, England, Ireland, Belgium and Germany on the company's 17 vessels. It includes the new hotel barge, *Finesse*, which will commence cruising the scenic River Saône and Canal du Centre in Southern Burgundy from May 2016. *Finesse* will offer accom for up to eight passengers in four twin or double-bedded suites, each air-conditioned and with shower-rooms.





## WIN SONOMA COUNTY WINE

This week, Travel Daily and Sonoma County are giving travel agents the chance to win a bottle of wine each day. With more than 400 friendly wineries, 40-plus spas, 88km of stunning Pacific Coast, farm-to-table restaurants, rivers to kayak or float down, redwood forests to explore, shops and galleries that entice, and hiking and biking trails that meander over oak-covered hills, Sonoma Wine Country beckons the adventurous, the curious, and the lovers of the laid-back Northern California lifestyle. Visit [www.sonomacounty.com](http://www.sonomacounty.com).



To win, be the first agent to send the correct answer to the following question to [sonoma@traveldaily.com.au](mailto:sonoma@traveldaily.com.au)

Which Oscar winning movie director owns a fabulous Sonoma County winery?  
*Need a hint? CLICK HERE.*

## VA flt attendant pay

**VIRGIN** Australia's short-haul cabin crew are in for a pay rise after voting in favour of an enterprise bargaining agreement.

The agreement will see annual pay rises of between 4% to nearly 10% over four years.

It includes specific leave for employees experiencing family and domestic violence and incentives to minimise delays.

## Kid fun at SYD T1

**SYDNEY** Airport Terminal 1 has introduced new entertainment options for kids, including 'The Cubby House' which offers three touchscreen adventure games.

The Cubby House is located at Level 2, Departures Pier C.

## Adelaide invasion

**THE** biennial Land Forces showcase is expected to inject over \$16 million into the South Australian economy next year.

Land Forces 2016 will attract over 1,100 delegates and 400 exhibitors next Sep, hosted at the Adelaide Convention Centre.

The exhibition showcases int'l land defence services, technology and equipment.

## FJ Singapore plan

**THE** addition of a new Airbus A330-300 to the Fiji Airways' fleet (TD 05 Jan) paves the way for the South Pacific airline to launch flights to Singapore from mid-next year, it has emerged.

FJ will take delivery of its fourth A330 before the end of the year.

Acting Prime Minister Aiyaz Sayed-Khaiyum announced the move last weekend, saying Fiji Airways hopes to induct services to the Lion City by Apr.

"Singapore is confirmed and I have discussed with the chairman of Fiji Airways and he has given his confirmation," he said.

"As shareholders we believe that Singapore is very important. It is another major hub and there is very good connectivity into the Middle East, Africa and of course into markets like India," the *Fiji Sun* quoted Sayed-Khaiyum.

Sayed-Khaiyum also revealed the Fiji Airways board was mulling a nonstop service to Beijing.

## Santa Monica mission

**SANTA** Monica Travel & Tourism executive vp Richard Peterson is in Australia this week and next as part of its 2015 sales mission.

Joining Peterson are reps from Le Meridien Delfina & the Shore Hotel in Santa Monica.

The visit includes sales calls and training, as well as a VIP trade event in Sydney.

The party will be in Sydney from Wed to Fri and in Brisbane from Mon to Tue next week.

## Semara stay 5 pay 4

**SEMARA** Luxury Villa Resort Uluwatu is offering five nights for the price of four on three-, four-, five- and 10-bedroom villas for stays from 26 Dec through 05 Jan.

## Insight awards top achiever

**CATHIE** Rice owner-manager of Cathie Rice Travel in Bunbury WA was recognised multiple times at the 2015 Insight Vacations Top Achievers Awards in Perth last week.

Rice took out the accolade for number one Travel Consultant, as well as the award for number one Travel Agency in Western Australia.

She is pictured right with Lee Evanson from Insight Vacations.



## Strong Jul for Canada

**JULY** has proven to be a busy month for Australia's entering Canada, with arrivals spiking 6.6% year-on-year, the Canadian Tourism Commission reports.

The month saw just over 34,000 Aussies travel to Canada, helping lift the year-to-date figure 2.9% to 158,867 movements.

Overall, Canada achieved 8.5% growth from all markets in Jul and year-to-date growth is up 7%.

## AW India pre-release

**ADVENTURE** World has today unveiled its 2016 India catalogue as a pre-release for the upcoming 2016/17 India collection.

Itineraries featured include 17-day Handpicked South India and Handpicked North India trips, a 15-day Rajasthan Adventure and the six-day Golden Triangle.

A free upgrade to 5-star hotels is offered on the Golden Triangle if booked before 31 Mar.

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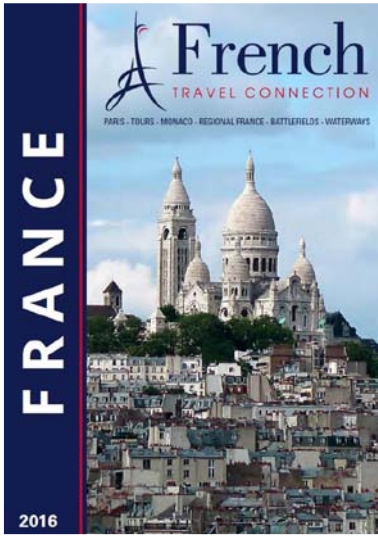
# French Travel Connection rolls out 'France 2016'

**FRANCE** holiday specialist French Travel Connection has unveiled a 116-page program for 2016, brimming with more Regional France Packages, a Monaco Exclusive Passport to Monte Carlo, Special Interest Chateaux stays, Local Experiences, Cycling and Walking tours.

The brochure offers the most comprehensive range of experiences for Australians heading to France.

Highlights of the FTC 2016 brochure include:

- French Waterways - 2016 Earlybirds are available on a range of crewed canal barges and self-drive boats. Agents bookings before 30 Nov will **receive a \$75 gift voucher** - **CLICK HERE** for details.
- Book a three-night Monte Carlo package before 31 Oct and **have a chance at winning a Stay in Monaco for yourself** - **CLICK HERE** for details.
- NEW La Grande France Escorted Tour visiting the Loire Valley, Dordogne, Provence and French Riviera regions on board a luxury coach.
- Two NEW dedicated pages to Corsica, the Beauty Island.
- 'Paris I Love You' free inclusions on select three and five-night Paris packages, Paris-based apartment-hotels and Paris Private apartments.



**ABOVE:** Click the brochure cover to access the online copy of French Travel Connection's 2016 France brochure.



**ABOVE:** New Corsica Section.

**RIGHT:** New Special Interest Section - Cycling.



**LEFT:** New Special Interest Section - Chateaux.



**RIGHT:** Exclusive to French Travel Collection - the Passport to Monte-Carlo.



**LEFT:** The French Travel Connection team, from left standing are Benjamin Massi, Lea Granado, Brad McDonnell, Sophie Meunier, Alison Linn and Constance Prudhomme, Seated - Natalia Machado, Alex Fayon, Karine Morales Da Silva and Sylvain Martre.

**BELOW:** Exclusive Incentive - France Waterways (until 30 Nov) - **CLICK HERE** for info.



**BELOW:** From left, French Travel Connections' Business Development Manager, Alex Fayon; Product Manager, Sophie Meunier; Marketing Manager, Lea Granado and Managing Director, Brad McDonnell.



**LEFT:** FTC Team celebrating the new brochure with reps from the Alsace, Burgundy and Champagne Regions.





## Aug OTP improves

**DOMESTIC** airlines participating in official government statistics recorded a 5.5% improvement in on-time running year-on-year, the latest figures out today reveal.

Average on-time departures for all routes measured closed at 89.7% for the month, with arrivals coming in at 89.2%.

The results were a big jump on those of a year ago, where 84.2% of departures and 83% of arrivals took place according to schedule.

Virgin Australia achieved the best result among major domestic carriers at 93.9% of departures pushing back on time, with Qantas nipping at its heels with a score of 92.3%.

While QantasLink recorded the most punctual arrivals at 92.3%, it also saw the most cancellations, as 3.3% of flights were shelved.

The Adelaide-Gold Coast route was the nation's most punctual, with every single service for the month arriving as scheduled, with PMQ-SYD lowest at 65.3%.

## TNZ China OTA pact

**EIGHT** online travel firms based in China have been selected to join with Tourism New Zealand to enhance and tailor the travel experience of FIT travellers to NZ.

At a signing ceremony in Shanghai late last week, the eight OTAs will support inbound travel to New Zealand by fostering the latest travel information & deals to assist with bookings.

Tourism New Zealand said its strategy was to combine its FIT focus with the Premium Kiwi Partnership to push group travel.

## Butterfield recreation

**ACTIVE** travel company Butterfield & Robinson will travel back to 1966 to re-enact its first cycling journey as part of its 50th anniversary celebrations.

Adopting brand new bikes and swapping hostels for luxurious hotels, the trip will run from Munich to Salzburg, with company founders to join as guides.

## Hilton plays a round

**HOTEL** giant Hilton Worldwide has signed on as the official hotel partner of the Asian Tour golf circuit, aiming to promote its portfolio of resorts suited to golf.

## Sweets, treats & airfare training



**PRODUCTS** from nine different airlines were on the table recently as home-based agent group TravelManagers hosted a two-day training session for some of its Sydney PTMs.

Conducted by NSW business partnership manager Julie Anderson, the sessions covered content from Cathay Pacific, Malaysia Airlines, Asiana Airlines, Emirates, Finnair, Thai Airways, Etihad, Qantas & United Airlines.

Attendees learned everything from onboard product to fares, schedules and even some sneaky hints on how to differentiate stopover, Anderson said.

"It was really satisfying to see how well-supported the two training days were. We had PTMs attending from as far away as Wollongong," she added.

Complemented by a selection of sugary inspiration in the form of cake platters, the attending Personal Travel Managers are pictured above at the training.

## VUSA Canberra spill

**LIMITED** spaces remain for travel agents in Canberra to enjoy breakfast, learn more about USA product and possibly win prizes at Visit USA's Travel Agent Expo taking place on Wed this week.

To be held at Novotel Canberra from 7:30am, prizes up for grabs include return airfare to LAX with Fiji Airways and movie passes.

Presenters will include Rocky Mountain International, Pinpoint Travel Group, Las Vegas CVA, Hawaii Tourism and many more.

For more info, **CLICK HERE**.

## AZ chief steps down

**ALITALIA** ceo Silvano Cassano has stepped down from his role at the Italian carrier effective immediately, citing personal reasons for his departure.

Chairman Luca di Montezemolo has taken on the duties of acting ceo while a replacement is sought.



## 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)

Q15. What festival does Insider Journeys travel to in Mongolia?

**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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Part of the **Travel Daily** group of publications.

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MELBOURNE – PACKAGE TO \$65K**

Bring your business development skills and agency network to a premium brand & be rewarded accordingly. In this well recognised organisation, you will be responsible for researching and identifying sales opportunities, generating leads and building solid relationships with new clients in the leisure market. Use your relationship building skills to secure new business, together with your strong ability to communicate. Join a growing wholesale company today.

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**CORPORATE BDM – SME  
MELBOURNE - SALARY PACKAGE \$80K+ (OTE)**

Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts with a lucrative salary package plus commission. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

**MAKE IT HAPPEN WITH THIS GREAT PRODUCT**

**SALES MANAGER  
SYDNEY – FROM \$65K + CAR + LAPTOP + INCENTIVES**

This luxury product requires the skills of a self-motivated and driven Sales Manager to rise to the challenge and run your territory across NSW. This fantastic new role has your name on it! Your friendly personality, strong presentation skills and creative ability is required here to build strong trade relationships and drive revenue growth. Great families, car & bonuses await the perfect candidate. An excellent time to join this expanding company and reap the benefits!

**INSPIRE AND ACHIEVE!**

**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.

**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!

**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.

**HEAD OF LEISURE NEEDED**

**LEISURE TRAVEL MANAGER  
MELBOURNE –SALARY PACKAGE TO \$75K (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.

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### Travel Cruise Consultant

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

### Experienced Travel Consultant

**Sydney, \$44K + Super + Commission, Ref: 1941PE1**

This position is well suited for a Travel Consultant with a good client following & is willing to continue to develop their client base through store marketing. You will be in an office based environment focusing on consulting & providing the customers exceptional service over the phone & email with at times by appointment only office visits. The great thing about this role is it not only offers you flexibility in your day, it also provides you with a chance to look after your own desk.

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

### International Leisure Travel Consultant

**Melbourne, \$Competitive, Ref: 1948KF1**

Get your work life balance back in a locally based role. If you have a minimum 2 years experience in the travel industry working on a GDS with excellent worldwide product knowledge then this is the role for you. You would be working in a friendly environment whilst still offering your clients a professional and seamless experience. You would be rewarded with standard trading hours with no more Sunday trading! If you are highly focused, positive, versatile and experienced then apply now!!

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, \$55k - 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.

### Multi-Skilled Travel Consultant | Implant

**Sydney, D.O.E, Ref: 1915MB1**

My client is looking for a Multi-skilled Corporate Consultant to join their expanding and successful team! Your experience within Corporate will be rewarded and valued in this exciting role. If you have excellent Corporate Consultant experience then you can succeed in this exciting role and develop and build your career further! If you would like to work for a leading corporate giant then this is your role! Excellent salary and company structure in return for your dedication and hard work.

For more information please call Marissa 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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