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Tuesday 23rd August 2016

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## Air NZ to boost premium

AIR New Zealand will spend more than NZ\$100 million on a cabin revamp, increasing the number of premium seats on its Boeing 787-9 and 777-300 fleets "in response to customer trends".

The carrier said increasing demand for premium travel means three *Dreamliners* to be delivered from Oct 2017 will have a "fresh new cabin configuration" with 27 Business Premier seats (up from 18) and seats in Premium Economy going from 21 to 33.

From Feb next year all seven of Air NZ's 777-300s will also undergo a full refurbishment, with refreshed Business Premier and Economy seats as well as the installation of the new Premium Economy product which debuted on the 787-9s in Jul 2014.

These will replace the existing Spacesats and take the number of Premium Economy seats on the 777s from 44 to 54.

Air NZ gm customer experience, Carrie Hurihanganui said seating technology and materials had come a long way since the launch of the Spacesat in 2010.

"Our customer research now shows consistently higher satisfaction scores for our newest Premium Economy offering, so it's time to continue Air NZ's evolution in this space," she said.

### All Stars registrations

**TOURISM** New Zealand has teamed up with alliance partners Virgin Australia and Air NZ to re-launch the NZ All Stars travel agent familiarisation program.

Last year 400 Aussie agents crossed the ditch in a huge trade famil, while in 2016 the program will instead operate as a series of events, incentives and activities on both sides of the Tasman.

Agents are invited to register for the program which kicks off with a Wellington famil in Sep - see the cover page for further details.

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## Tigerair Canberra launch

**VIRGIN** Australia's budget arm Tigerair Australia will add the Australian capital to its network of destinations starting this year.

Canberra will be Tigerair's 12th hub in Australia, and the latest domestic hub since commencing flights from Melbourne to Coffs Harbour last Dec.

Announced yesterday, the new Melbourne-Canberra route will operate on a daily basis, adding 2,500 additional seats between the two cities each week.

Tigerair Australia chief executive Rob Sharp said the new route into the ACT is great for consumers, tourism and the economy, "delivering a great value low cost offering for Canberra".

"We have witnessed overwhelming demand and are proud to provide the only low cost services between Canberra

and Melbourne. We are confident the new route will prove popular for our core market of budget and leisure travellers," Sharp said.

ACT Chief Minister Andrew Barr said TT's new service is a windfall to the tune of \$17m annually.

Tigerair's announcement comes a few weeks before Singapore Airlines launches its new Capital Express service from Singapore and onwards to Wellington, NZ.

"This is such an exciting time for aviation in Canberra. International flights will start for the first time next month and we can now add this low cost link to Melbourne that Canberrans have been crying out for," Barr said.

Schedules for TT's Canberra service will be revealed this week.

### 17nt cruise for \$580pp

**BREAKAWAY** Travel Club has a special offer for the travel trade on Carnival Cruise Line's 17-night transpacific voyage on *Carnival Legend* from Honolulu to Sydney.

Sailing on 23 Sep, the voyage visits Tahiti, Fiji & New Caledonia and is priced from \$580ppts.

For more details, **CLICK HERE**.

### VSC New Zealand rep

**LOUISE** Brooks has been named as Visit Sunshine Coast's rep for the New Zealand market.

She has vast industry experience and has a stake in travel & tourism PR agency, 4pr.

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**REDUCED! Carnival Legend Industry Rates.**  
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**Inside Cabin fr \$580\* pp incl taxes & port charges.**  
 \*Conditions apply.

**CLICK HERE for further details**

## Doug Anderson to head Amex GBT

**AMERICAN** Express Global Business Travel yesterday announced the appointment of Doug Anderson as its new ceo.

The move is effective immediately and follows the resignation earlier this year of Anderson from his former role as president and ceo of Carlson Wagonlit Travel (**TD** 21 Apr),

## TravelManagers DRW

**TRAVELMANAGERS** will host its 2017 National Conference in Darwin, with the destination named at the wrap-up of last weekend's event in Bangkok.

The exciting final afternoon of this year's conference saw Erryn Morris, a Personal Travel Manager from Gooseberry Hill in Western Australia, win a Mazda 2 Neo as part of a major incentive with Allianz Global Assistance.

For pics from the gala dinner, see [facebook.com/traveldaily](https://www.facebook.com/traveldaily).

where he was replaced by former Travelport chief commercial officer Kurt Ekert.

Amex GBT said Anderson's appointment would "accelerate the organisation's strong growth strategy" after it was spun off from American Express just over two years ago.

The company's chairman Greg O'Hara said since then "we have assembled an unparalleled team of top industry talent, and Doug is the right leader to continue the great momentum".

He confirmed that Amex GBT's infrastructure transformation is nearing completion, with merger and acquisition activity ramping up quickly.

"We are making and will continue to make sweeping technology investments to support our customers' ever evolving requirements," he said.

Anderson said he was honoured to lead Amex GBT.

## Travelmarvel TVCs

**TRAVELMARVEL** has launched a TV advertising blitz to promote current specials, including free return flights and its 15-day European Gems river cruise itinerary, priced from \$5,495ppts.

Supporting the 'Travel More' sale, the 15- and 30-second ads promote both European product as well as Canada & Alaska.

GM David Cox said the promo aims to drive traffic through the doors of travel agents.

The TV campaign will be aired on Channels Seven, Nine and Ten, along with secondary channels in Vic, NSW, WA and Qld - to preview the TVCs **CLICK HERE**.

## Big loan for Gucsic

**WEBJET** ceo John Gucsic has established a "structured option and financing agreement" with merchant bank UBS, covering loans referencing 500,000 Webjet Limited shares which are worth about \$4.7 million at today's price.



## Window Seat

**A SQUIRREL** not only caused a blackout at an airport this week but was also responsible for a flight delay after it accidentally found itself caught up inside an electrical substation.

According to media reports, the power outage affected gates 15 to 26 at the Buffalo Niagara International Airport in New York causing a minor delay for one of the flights.

The airport wasn't the only part of the city to be affected by the mammal's movements, with the incident also knocking out several traffic lights in the area and leaving some nearby residents without power for some time.

Sadly, the squirrel in question was electrocuted during the ordeal but at least he went out with a bang!

## QUEST MOUNTS BAY ROAD

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Tuesday 23rd August 2016

## TTC green road warrior fleet

**THE** Travel Corporation will soon convert its entire fleet of company cars to fully hybrid vehicles.

"Sustainability is one of our highest priorities," said group chief exec John Veitch.

"Our decision to turn to environmentally friendly vehicles is yet another way for us to demonstrate our commitment to practices that contribute to making this planet the best place it can be."

This latest development follows a number of sustainability initiatives introduced by TTC over recent years such as its not-for-profit sustainable tourism project,



Treadright Foundation.

**Pictured** with the clean green machine are Andrea Massaro, sales manager, Trafalgar and managing director of Trafalgar, Matthew Cameron-Smith.



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## thl net profit up 21%

**TOURISM** Holdings Limited (thl) recorded a net profit after tax of NZ\$24.4 million for the year ending 30 Jun, a 21% uptick on the same period last year.

Revenue increased 18% on the prior corresponding period to NZ\$279 million.

"We promised revenue growth and are achieving it without any loss in focus on returns on funds," said thl chair Rob Campbell.

A final dividend payment of 10cps was also declared which was partially imputed to 50%, taking the total dividend to 19cps for the year.

New initiatives for the group in FY16 included: the launch of Flex Fleet (a leasing initiative which offers an Australian 4WD buy-back model); Total Customer Experience, an in-vehicle tablet solution and Telematics, which monitors driver behaviour in a bid to save on operating costs.

The NZ listed firm also opened a new branch in Seattle in Apr.

## VisitBritain recruits

**VISITBRITAIN** has confirmed the appointment of David Nye as its Australian country manager (**TD** 12 Aug 16) in a bid to drive more outbound tourism from this market to Britain.

Nye, who has 30 years aviation and tourism experience, now heads up the organisation's consumer and business to business marketing strategy.

"As we renew our investment into Australia and signal a new start to Britain's promotional effort in market, VisitBritain has further committed to the Australian market by not only invested in marketing and partnership programs but in strengthening the local marketing team," VisitBritain director for Asia Pacific, Middle East and Africa Sumathi Ramanathan said.

VisitBritain has also appointed Natalie Hone as its new marketing digital executive.

She is set to join the team in Sydney in Sep.



## Finland will take your breath away

Look up to catch a glimpse of the beautiful Northern Lights dancing across Finland's famous night sky. This magical experience alone will make your trip to Helsinki unforgettable. But there's so much more to discover in this inspiring country. From stunning nature to year-round attractions and events, the reasons to visit Finland are simply endless. Flights to Helsinki starting 10th October 2016.

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Tuesday 23rd August 2016

## Trafalgar promotion

**TRAFALGAR'S** senior sales manager Conrad McCall has been internally promoted to the role of manager, sales & development.

McCall has been with the brand for 12 Years, and his new role will see him working with reservations sales agents and sales managers to ensure Trafalgar is delivering the best service to trade partners.

"The team and I are very passionate about our brands and what they deliver and I want to see this shared across the trade," said McCall on his appointment.

## SPTO ceo at TokTok

**THE** South Pacific Tourism Organisation (SPTO) has thrown its support behind the Vanuatu's trade and tourism expo, Tok Tok Vanuatu which is taking place at Iririki Island Resort in Port Vila this week.

Recently named SPTO ceo Chris Cocker will make his first official visit to Vanuatu for the event.

## BA/MU codeshare

**BRITISH** Airways has entered into a codeshare agreement with China Eastern Airlines.

The deal will see British Airways add its code to China Eastern's flights to Kunming, Xian, Nanjing, Hangzhou and Chongqing.

In return, China Eastern will place the 'MU' code on British Airways services flying to Aberdeen, Belfast City, Edinburgh, Glasgow, Leeds, Bradford, Manchester and Newcastle.

## Spice exits TNZ

**JACQUI** Spice has stepped down from her role on the Board of Tourism New Zealand.

Spice's resignation is as a result of the growth experienced by her own travel company Touch of Spice, commented Board Chair Kerry Prendergast.

"We wish her all the very best and look forward to continued engagement with Jacqui as one of our key stakeholders in the premium travel sector."

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Thursday 8<sup>th</sup> September | 10:30am—3.30pm

## Wendy Wu back down under



**WENDY** Wu made a mammoth trip from London to Adelaide and Perth this week to foster closer ties with local travel agents.

She hosted a group of 40 at an Adelaide breakfast at the Hilton to introduce her Unique Discovery range, share her passion for Asia, and the story of her growth from suburban agent to a major player in the industry.

The following week she met with more than 60 travel agency guests at a similar event, staged at the Four Points Hotel in Perth.

Wendy Wu is **pictured** above (third from left) meeting Flight Centre Head Office Staff in Adelaide.

From left are Linda, Mandy, Jethro, Dave, Linda, Holly, Emma, Melissa and Andrew.



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**AIR CANADA**





**THE** heartland of America, the country's national parks, form the backbone of Brand USA's IMAX film produced in partnership with MacGillivray Freeman, now showing in Sydney and Melbourne.

*America Wild* debuted on 10 Feb in the United States and celebrates the 100 year anniversary of America's National Park system this year, which is officially marked on Aug 25.

The 43-min film follows three adventurers as they hike, bike, climb & explore some of America's most iconic national parks, such as Devils Tower, as well as Arches, the Grand Canyon, Yosemite, Yellowstone, Bryce Canyon, Niagara Falls and the Everglades.

In Sydney for the Australian premiere of the film last night, Brand USA president and ceo Christopher Thompson said the 100 year anniversary provided a "great story telling opportunity" to promote North America via a new medium, being the captivatingly large IMAX screen.

Thompson told **Travel Daily** *America Wild* "tells the story of what there is to see and do in the

United States through its many & varied protected national parks".

The US has over 400 national parks occupying over 84m acres - an area the size of Germany.

"We've been focusing on the outdoors for a vertical theme for the past three years and this is a culmination of all those efforts across lots of different mediums".

Audiences are in support too, with Thompson telling **TD** that 81% of people surveyed post film (in overseas markets) said they were more inclined to come to the USA, and over 60% said they were altering their holiday plans to now include America.

"We've become filmmakers," he said, indicating the success of the National Parks film has already resulted in demand for a sequel that will be centred on Americana and music, rolling out in 2018.

**Pictured** at last night's event from left are Karyn Gruenberg, Brand USA, senior vice president partner marketing strategic alliances; Christopher Thompson, Brand USA chief executive officer; Jo Palmer, Brand USA/Gate 7 and Tahnee Dobson, Brand USA acting director Australia.

## Jetgo adds PQQ/MEB

**JETGO** has announced it will launch new four weekly services between Port Macquarie and Melbourne Essendon Airport, effective 07 Nov.

The regional carrier will operate the service using 36-seat Embraer ERJ-135LR aircraft and is hopeful of ramping up frequencies to daily as demand builds.

"We've chosen Port Macquarie as our next destination because it is one of the fastest growing markets in New South Wales, with strong links in Melbourne," Jetgo md Paul Bredereck said.

The new service is expected to trim two hours off the current flight time between the cities.

## Air NZ 767 retirement

**AIR** New Zealand will retire its last Boeing 767-300 aircraft by the end of Mar as the carrier accelerates its fleet simplification program, moving to a narrowbody fleet of Airbus A320s & widebody Boeing 777s and 787-9s.

The Kiwi carrier yesterday also announced a 6.5% year-on-year increase in passenger carriage for the month of Jul, to 1.35m.

Short-haul passenger numbers rose 6%, Tasman/Pacific traffic was up 2% while long-haul traffic surged 9.8% as available seat kilometres spiked 13.5%.



## Money

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

**\$1AUD = US0.761**

**WHILE** still trading above US75c, the Australian dollar has dipped to three week lows against the greenback amid growing speculation about an interest rate rise in the USA.

One expert pundit told **TD** he expects the A\$ to decline significantly if US rates increase.

There has also been a jump in the New Zealand dollar, which lifted after the NZ Reserve Bank indicated it's facing challenges in managing monetary policy.

Overnight the Aussie dollar dropped slightly against the British pound, but increased against the Euro after several days of heavy selling.

*Wholesale rates this morning.*

US	\$0.761
UK	£0.579
NZ	\$1.039
Euro	€0.672
Japan	¥76.32
Thailand	฿26.24
China	¥4.659
South Africa	R10.279
Canada	\$0.980
Crude oil	US\$47.05



## INTERNATIONAL TRAVEL EXPERT

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### A little bit about us

We're a dynamic, Melbourne based travel consultancy that does things a little differently. We don't believe in the 'one size fits all' approach. In fact, we took that approach and buried it deep in the underground tunnels of Cappadocia where no one will ever find it.

We're about creating highly tailored travel solutions for each and every one of our clients. Everyone is different, so we believe their travel plans should be too.

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### The role

Day to day you'll help our clients find the perfect travel solution, whether it's for business or leisure. As mentioned above, we're not about a 'one size fits all' approach, so you'll be encouraged to use your experience, customer service skills and creativity to design travel solutions that are truly tailored to your clients' needs. Your goal is to retain loyalty through impeccable service delivery.

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**#RIPTHESTICKER** may seem like a crazy idea and by now I am sure most of the travel industry is looking at this concept thinking what is it all about. The simple truth is that after two years of de-regulation it appears that not everyone who should know has come to terms with the fact that a travel agent is no longer licensed and as such cannot purport to be licensed.

In addition to this, and I am sure this may come as a shock to some, the Travel Compensation Fund (TCF) has not been in operation for over two years now and in the same way as not being licensed, a travel agent cannot claim to be a participant of something that no longer exists. This breaches the Australian Consumer Law (ACL) as it misrepresents something to a consumer.

So, very fortunately in conjunction with the Tasmania Government who are leading the way in educating both travel agents and consumers, AFTA has launched among other things the **#RIPtheSticker** campaign to raise awareness within the industry about this issue. In simple terms the **#RIPtheSticker** campaign is all about ensuring that a travel agent no longer has stickers on the window of the agency, certificates on the wall or reference in documents and websites that in any way refer to licensing or the TCF.

Fortunately for most travel agents who have joined ATAS, this does not seem to be as big a deal because those businesses have replaced these previous references with their ATAS credentials. But there is never a better time than now to double and triple check that everything is up-to-date and current. For those that want to take part in the competition to win a fantastic \$5,000 cooperative marketing voucher from Trafalgar, then all you have to do is shoot a very short "funny" video of the removal of the sticker from the window, or certificate from the wall or even the changing of the documents and post it to Twitter using the **#RIPtheSticker** reference and you will go into the draw for the prize.

Meanwhile for Tasmanian travel agents, thanks to the funding provided by the Tasmanian Government ATAS will be rolling out a consumer awareness campaign to encourage the use of an ATAS accredited agent when they are next looking to book travel. This is a terrific endorsement by the Tasmanian Government and very welcomed by AFTA. So, get on with it and **#RIPtheSticker**.

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## Kids free San Diego

**THE 'Kids Free San Diego'** promotion will be returning this Oct with children being offered free admission to select attractions throughout the city during the month.

Major parks including SeaWorld San Diego, San Diego Zoo and San Diego Zoo Safari Park along with more than 30 museums will be participating.

In addition, many local hotels and restaurants will offer specials.

Complete offer details from hotels, restaurants and attractions can be **VIEWED HERE**.

## Andaz Ottawa opens

**HYATT** Hotels Corporation has entered the Canadian market with the opening of Andaz Ottawa ByWard Market.

The 200-room hotel features six meeting spaces, a ground floor restaurant and bar and a rooftop lounge with expansive views of the Ottawa cityscape.

## QR backs the Swans

**QATAR** Airways has signed a three-year sponsorship deal with the AFL's Sydney Swans, through until the end of the 2019 season.

Part of the deal will see QR receive prominent branding at Swan's home games and training, as well as promotional activities.

## TEQ India showcase

**QUEENSLAND** tourism operators will be promoting their offerings in India this week, with Tourism and Events Queensland (TEQ) taking tourism operators from across the state on the international trade mission.

"This is a great opportunity to show the unique experiences Queensland has to offer in a market that is experiencing double-digit growth," the state's Minister for Tourism and Major Events Kate Jones said.

The event in Mumbai started yesterday and will finish up on Thu, 24 Aug in Delhi.

## New Murray cruise

**CAPTAIN** Cook Cruises will be launching a new cruise on the Murray River from next Apr.

The seven-night Upper Murraylands Cruise on board paddlewheeler, *PS Murray Princess* will depart monthly, exploring the northern area of the Murray River from Mannum to Morgan.

Earlybird fares start from \$1,902 ppts - **CLICK HERE** for more.

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As part of the QBT team, you will work in a busy professional environment, contributing to a National team very passionate about travel and delivering exceptional customer service.

Every day you will utilise your specialist technical travel skills to service our clients' requirements from initial enquiry through to their journey return. With each enquiry, you will draw upon your customer service talents to comfortably and confidently engage with our clients.

As a member of the Helloworld Group - working at QBT will provide you the opportunity to be part of Australia's leading integrated travel business. The group encompasses travel brands providing franchised retail services, wholesale products, specialist government and corporate business travel and ticket distribution services across eight countries.

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To apply please send your CV to [careers@qbt.travel](mailto:careers@qbt.travel)

\* Please note that we would love to be able to contact everyone personally, however, this is not always possible. If you have not heard from us within 4 weeks of submitting your application, we thank you for your interest in joining the QBT team but on this occasion your application was not shortlisted.



# Royal Caribbean shares the love, and cake!

THE RCL Cruises sales team took to the streets across Australia last month to show their appreciation for the ongoing support of their dedicated trade partners.

Royal Caribbean, Celebrity Cruises and Azamara Club Cruises celebrated Trade Appreciation Month with surprise and delight visits to a number of lucky agencies around the country.

"You voted for us for big double award - best domestic and international cruise operator at the NTIAs this year - and we're about to embark on our biggest season yet - bringing the all-new *Ovation of the Seas* down under in December.

"As we countdown to the biggest thing to ever happen to Australian cruising, we wanted to take the time to show our appreciation for your support - for all three of our cruise brands," said Peter McCormack, Head of Sales.

"We'll be increasing our fleet by another 15% this season, with the arrival of two new ships in *Ovation of the Seas* and *Azamara Journey*, and we couldn't be here without you", McCormack concluded.

RCL Cruises' Trade Appreciation Month comes just in time to remind agents to complete their Essentials & Bonus Training via the newly updated Cruising for Excellence online portal. Those who complete Admiral Status will receive priority selection for some of the most sought after ship tours this season, including *Ovation of the Seas*, the newest, biggest and most technologically advanced cruise ship to ever call Australia home; *Celebrity Solstice*, Australia's highest-rated cruise ship; and the recently revitalised *Azamara Journey* during her maiden Australian season.



italktravel Hornsby.



helloworld Erina Fair, accompanied by Sales Manager Amy Ryan.



Ecruising Travel, accompanied by Key Account Manager, Mark Rheinbay.



Ramsgate Travel.



Figtree Travel - Liesel, Terri and Sarah.



Sylvania Travel & Cruise.



Cruiseabout GyMEA.



Landmark Travel.

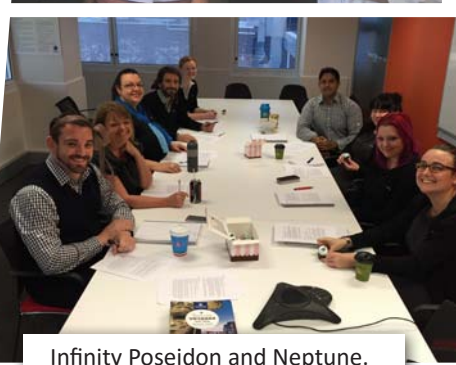
Catherine Suter from Tripaway Cruise and Travel, accompanied by Sales Manager Fiona Daven.



itravel Raymond Terrace.



Cruise Express Erina.



Infinity Poseidon and Neptune.



## Free Canberra wi-fi

THE rollout of Canberra's free public wi-fi network CRBfree continues with Tuggeranong town centre the latest location to receive the connection.

Twelve wireless access points are now live with further areas to be added over the next fortnight.



## Round 24 Winner

Congratulations

**BRENDA CAHILL**

from *The Travel Shoppe*

Brenda is the top point scorer for Round 24 of Travel Daily's NRL footy tipping competition. She's won a double pass to Wild Ropes at Taronga Zoo, from Taronga Zoo.



Major prize for the 2016 footy tipping competition is return economy class airfares flying with **EMIRATES** to any one of the 39 cities they fly direct to in Europe including Rome

NSW permit LTF5016/0137; ACT permit TTP 16/00359

## Travel Leaders Group consolidation

**TRAVEL** entities Travel Leaders Associates, Results! Travel and Vacation.com have merged to become known as Travel Leaders Network, representing more than one-third of North America's travel agencies.

The united front now has nearly 7,000 locations in the USA and Canada, comprised of associate and member agency options and headed by President Roger E. Block, the former boss of Travel Leaders Franchise Group.

Past Travel Leaders Associates will hold onto sole licensing rights for the exclusive use of the 'Travel Leaders' brand name.

"As our industry's landscape continues to evolve and consolidate, so must we," said John Lovell pres of Travel Leaders Network and Leisure Group.

"Simply put, we must come together to create one powerful force that helps each of our agencies compete even more effectively for the hearts and mind of the travelling public."

Lovell explained, "Rather than competing with each other, we must remove the barriers behind the scenes within our three businesses so the agencies we serve can more effectively compete both within and beyond the traditional agency space."

"As we further sharpen our focus and value proposition, we're removing any prevailing brand confusion about who we are within the marketplace," Lovell added.

## DL/VS LHR co-locate

**DELTA** Air Lines and Virgin Atlantic are set to fully co-locate at London Heathrow Airport's Terminal 3 as of 14 Sep, providing transatlantic passengers with a seamless service

The move will see Delta transfer its existing Atlanta, Salt Lake City, Detroit, Minneapolis and Philadelphia flight operations from T4 to join its services to New York JFK, Boston and Seattle.

It is expected to make it easier for customers to manage their travel plans, including any last minute changes.

## A&K Myanmar saving

**ABERCROMBIE** & Kent has unveiled a special deal on its 11-day Myanmar private journey, which includes a four night Ayeyarwady cruise.

Prices start from \$7,100 per person twin share, a saving of \$2,835 per person.

The deal is based on the itinerary commencing 06 and 13 Oct in a Deluxe Suite, Bagan Deck. Call 1300 590 317 to book.

# Travel Daily

First with the news

Tuesday 23rd Aug 2016

## JU/YM partnership

**AIR** Serbia has entered into a codeshare agreement with Montenegro Airlines which will see JU place its designator code on YM's flights between Belgrade and Podgorica and Tivat.

In return, Montenegro Airlines will expand its network by adding the 'YM' code on JU flights between Belgrade and 32 destinations, including Tivat and Podgorica.

## Citroen EuroPass

**WORLD** Drive Holidays still has Citroën EuroPass availability for the rest of 2016.

The company's best availability is from Geneva, Lyon, Rome, Paris and Milan but they still have cars from most other locations.

Pricing starts from \$899 for up to 17-days - call 1300 653 270.

## WIN A LUXURY HOLIDAY WITH CLUB MED



This month *Travel Daily* and *Club Med* are giving readers the chance to win a trip to Indonesia. The luxury prize includes:

- An all-inclusive 7 night stay in Club Med Bintan Island Resort Indonesia.

To win this great prize, answer every daily question correctly and have the most creative answer to the final question. Send your answers to [clubmedcomp@traveldaily.com.au](mailto:clubmedcomp@traveldaily.com.au)

17. What sea is in view from the rooms at Bintan Island?

**Club Med**  
Premium all-inclusive resorts

TERMS & CONDITIONS



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

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

If you are interested in applying for this role, please send your resume to [Cath.Bisaro@helloworld.com.au](mailto:Cath.Bisaro@helloworld.com.au)

*Travel Daily* is Australia's leading travel industry publication.

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**When was the last time  
you told your team they  
were doing a good job?**

**Click [HERE](#) to read our latest blog**



### Senior Groups Consultant

**Sydney**

**Salary to \$60K + super + travel opportunities**

Join this boutique organisation with a difference and arrange group travel to unique European locations. If you have groups experience, Galileo and Crosscheck and a good knowledge of European destinations including cruising and sailing trips, then this would be an ideal role for you! Monday to Friday 9am to 5pm with parking available and the opportunity to meet groups on location.

- Unique Product
- Monday to Friday!

**Call Cristina or [click here](#)**

### Wholesale Reservations Consultant

**Inner West - Sydney**

**Competitive salary on offer**

Due to continual business growth of this leading travel brand with a great staff culture, positions have become available in the wholesale division of this well established company. This role involves delivering premium service to travel agents and other industry partners selling worldwide travel and in-house products. Amadeus and Calypso required.

- Varied role
- Supportive culture

**Call Cristina or [click here](#)**

### Supervisor - Reservations

**Sydney**

**Salary \$55K + super**

An inspiring brand encouraging it's clients to get out and try new, different & life changing experiences whilst connecting with their surroundings in amazingly beautiful settings. You will lead a small team of specialist sales consultants ensuring a high level of customer service is maintained whilst increasing sales & product awareness via B2B & B2C channels. Previous supervisory/mgt exp.

- Amazing famils!
- Inspiring product range

**Email Ben or [click here](#)**

### Business Development Executive

**Sydney North Shore**

**Salary to \$70K + super + incentives**

Join this constantly expanding Event Management Company focused on the not for profit market throughout Australia. They have had significant growth for half a decade & need an experienced BDM with a background in the events industry to further build their business. This role will predominantly involve business development with some account management at times.

- Events Industry
- Expanding business

**Call Ben or [click here](#)**

### Event Coordinator

**Sydney location**

This varied role will see you supporting the Pharmaceutical Events team for both new & existing clients. You will be involved in managing all logistics for the programs Aust. wide. A supportive company with some amazing mentors.

**Email Ben or [click here](#)**

### Retail Travel Consultant

**Sydney City fringe**

Mon to Fri only! Leading independent travel co. established for more than 20 years! Handling direct clients over email and telephone you will be arranging travel itineraries to worldwide destinations. Amadeus and Calypso.

**Call Cristina or [click here](#)**





*Working in partnership with the Australian Travel Industry*

### International Travel Consultant

**Gold Coast, Great Base + High Comms, Ref: 2104SZ6**

Want to earn your worth? Are you an experienced retail or online travel agent? This role is all about servicing warm customers, converting quotes and ensuring repeat and referral businesses are well looked after. Customer service is very important but a proven history in sales is what our clients are seeking. It's time to step away from face to face and be apart of this growing family with an on target earning of \$60-80k within your first year and a potential to double your base salary.

For more information please call Serena on  
(07) 3123 6107 or click [APPLY](#) now.

### Luxury Travel Team Leader

**Sydney, \$55 - \$60K + Super DOE, Ref: 2441PE1**

This fantastic company transform the best of Australia into truly exceptional, bespoke travel experiences. They offer ultra modern offices, a fantastic energetic young team & have a great name in the industry. Your role is to manage a Reservations team to ensure that they provide a consistently professional and high quality service for all clients. Daily running & management of their team through the effective use of resources available and responsible for meeting Reservations Centre targets.

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

### Travel Business Development Manager

**Melbourne, \$100k - \$110k + Super, Ref: 2322KH2**

As a Business Development Manager, your primary focus will be to use your relationship building skills and the unique product and service on offer for client acquisition. You will be a proactive go-getter that won't let anything get in the way! Networking is second nature as you believe that in every conversation is a new opportunity. With award winning employee benefits, there is a superb salary on offer with all the extras! If you have b2b and cold calling experience, we are interviewing now!

For more information please call Kelly on  
(03) 9988 0616 or click [APPLY](#) now.

### Innovative Head Chef

**Adelaide CBD, Circa \$75k, Ref: SO1212**

You will be a Head Chef or a chef with considerable experience ready to step into a Head role and you will have worked within a hotel/restaurant. You will be responsible for the management of the restaurant, bar and conference food service operations on a day to day basis. You will produce creative and innovative menu designs that are costed in accordance with budgeted guidelines. You will be responsible for meeting and where possible exceed customer and guest expectations.

For more information please call Sarah on  
(08) 6365 4313 or click [APPLY](#) now.

### Groups Travel Consultant

**Gold Coast, Competitive PKG on offer, Ref: 2439SZ1**

Experienced group travel consultants are needed for this established independently run agency located in a well sought after area in the Gold Coast. Get flexibility in your working life and manage corporate & leisure groups to some amazing and exciting places. Dealing directly with air and land suppliers to get group allotments. This role is purely working Monday to Friday mostly within business hours. You will also have the opportunity to host groups to some exotic places.

For more information please call Serena on  
(07) 3123 6107 or click [APPLY](#) now.

### Group Travel Air Coordinator

**Sydney, \$60k + Super, Ref: 2449HC1**

An excellent opportunity has opened for a Group Travel Coordinator with a travel company. This is in a fantastic location in West Sydney with a great working environment with a small team. The company pride themselves on selling unique products. This is a diverse and stimulating role. Excellent fare knowledge will be very beneficial. We are looking for consultants with a passion for customer service and you will be generously rewarded for your hard work with excellent opportunities.

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

### International Travel Consultant Extraordinaire

**Melbourne, \$55k + Super, Ref: 2444KH1**

If worldwide travel is your passion and you have travelled extensively, why not move to an agency where around the world travel is their focus! Create bespoke holidays and booking fantastic travel packages, cruises and rail trips to destinations all over the world. The ultimate purpose of this role is to create and convert the sale of high quality tailor-made itineraries to exceed clients expectations. Work in a mature office with a fantastic team. Mon - Fri Only, Get your weekends back!

For more information please call Kelly on  
(03) 9988 0616 or click [APPLY](#) now.

### Fantastic Hotel Breakfast Chef

**Adelaide CBD, Circa \$45k, Ref: SO3123**

This position is to run the breakfast shift from 5.30am - 1.30pm from Saturday to Wednesday as well as managing the catering team to deliver high quality breakfasts to high numbers of guests staying at the hotel. You will be evaluating the breakfast menus along with the Head Chef, responding to changes in food styles and ensuring that all health and safety standards are adhered to. You will be responsible for meeting all KPI's and using your initiative to improve service and quality.

For more information please call Sarah on  
(08) 6365 4313 or click [APPLY](#) now.



Find your ideal travel job at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)  
**online... on mobile... in branch**