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Friday 12th February 2016

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Star plot 3rd Jupiters hotel

A NEW 700 hotel room and apartment has been proposed for Jupiters Integrated Resort.

Revealed this morning by The Star Entertainment Group, the "mega-investment" for the Gold Coast is part of a joint venture with Hong Kong-based Chow Tai Fook Enterprises, the Far East Consortium & Brisbane partners.

The slated 4.5-star, 200m tower would complement the existing Jupiters 5-star tower (currently

under refurbishment) and a new 6-star luxury suite being built on the site - elevating the total room & apartment tally to near 1,400.

A new "live sports theatre" has also been revealed as part of the ongoing transformation - which will see the casino known as The Star Gold Coast later in 2016.

Coupled with the existing refit of Jupiters and 17-storey suite tower, Star Entertainment Group will be investing around \$850 million in the extended Gold Coast project.

"We want to be Australia's leading integrated resorts operator & our plans for the Gold Coast are a significant part of that vision," ceo Matt Beiker said.

The Star Entertainment Group is currently working with the parties on the Queen's Wharf project in the Queensland capital.

Airtickets/LA promo

AIRTICKETS & LATAM Airlines Group are running an incentive, offering a trip for two to South America for the agency with the most sales & most growth in sales during Feb - details on **page 12**.

Today's issue of TD

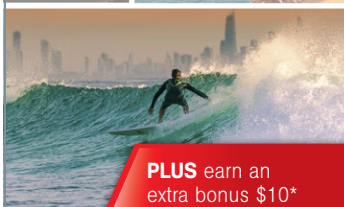
Travel Daily today has seven pages of news and photos, plus full pages from: (click)

- Consolidated/EY promotion
- Travel Trade Recruitment
- VisitScotland
- Leading Hotels of the World
- Airtickets/LAN incentive

Consolidated/EY offer

AGENTS are being enticed to book Etihad Airways flights with Consolidated Travel, with \$30, \$50, \$100 and \$200 Coles Group & Myer giftcards up for grabs based on Economy, Business and First Class seat sales - see **page 8**.

AUSTRALIA On Sale



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Airbnb challenges agents

ROY Morgan Research has released a six month report into the impact of Airbnb in Australia; revealing it is the fifth-most considered accommodation booking website in the country.

The study found 7.7% of Aussies would consider using Airbnb for their next holiday behind Flight Centre, Booking.com, Wotif, and Webjet.com.au.

Airbnb's country manager for Australia Sam McDonagh welcomed the figures.

"Australians are some of the most prolific users of Airbnb in the world, choosing to stay in interesting & unique homes right across the globe, experiencing destinations as a local," he said.

Travellers from this market aged 25-34 exceed the population average, with 13.1% of them saying they would consider using the home-sharing service.

For the 6 months to Dec, 27.1% of Aussies had heard of Airbnb.

While the figure may seem substantially lower than major players like Flight Centre (70%) and Webjet (52.2%), Airbnb is still better known than established

businesses like STA Travel (26.9%), lastminute.com.au (25.8%) and Stayz (23%).

The findings also indicated more than double the proportion of Aussies whose last trip was overseas used Airbnb than those whose last holiday was domestic (8% versus 3.7%).

Roy Morgan Research group account director Angela Smith questioned whether the growing popularity of Airbnb could be "cause for concern from bricks-and-mortar travel agents, for whom so much of their business comes from people planning an overseas holiday".

"Without doubt, this is a critical time for bricks-and-mortar businesses to ensure their marketing strategies are as effective and as future-proof as possible," she concluded.

ICAO Zika response

THE International Civil Aviation Organisation says it is continuing to coordinate on the air transport aspects of the global Zika virus response, working in partnership with the WHO - more [HERE](#).

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Friday 12th February 2016



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www.aaappointments.com.au

Record arrivals set in 2015

AUSTRALIA attracted another record number of int'l arrivals in 2015, according to latest ABS Overseas Arrivals stats out today.

The figures reveal 7.4 million foreign travellers entered the country last year, up 8.2% y-o-y.

New Zealand remains the top market down under with 1.3 million visitors arriving on Aussie soil in 2015, up 5.5% on 2014.

The second biggest market in 2015 was China with 1 million arrivals, up a massive 21.9% on the year prior.

The United Kingdom was the third largest source with 688,400 arrivals, up 5.6% on 2014.

Visitation from the Russian Federation saw the biggest drop off, with a 29.4% decline.

Comparing Dec's results between 2014/15, there was an 11% boom in int'l visitors arrivals.

China's visitor rate revealed the biggest jump at 31.6%.

Tourism Australia's managing director John O'Sullivan said Dec's strong arrival figures rounded off another impressive year for Australian tourism.

"The large numbers of Chinese tourists celebrating Lunar New Year in Australia this week has been wonderful to see & further evidence of Asia's continued and ever increasing importance.

"But it's not all about Asia. The healthy state of our visitor economy is founded upon a balanced portfolio and it's worth noting that all but one of Tourism Australia's 17 key inbound markets enjoyed growth in 2015," O'Sullivan remarked.

Tourism & Transport Forum Australia ceo Margy Osmond said: "This is what happens when you invest in the tourism sector - you see a strong uptick in visitor numbers and that means more Australian jobs."

Fiji Airways to Vava'u

FIJI Airways will commence twice weekly services from Nadi to Vava'u, Tonga from 02 Apr.

Flight FJ275 will depart Nadi at 0800 on Sat and Wed, arriving at 1110, with the return service flying on the same days on FJ274 from Vava'u at 1600.

Services will be operated on the carrier's ATR72-600 aircraft.

FJ md and ceo, Andrew Vilojoen, said "the new route offers a seamless addition to Fiji Airways' South Pacific Network".

Travelmarvel deals

TRAVELMARVEL will tomorrow launch a new 'Live Your Dream 2016' campaign, offering a range of special deals on rail, land and ocean cruise departures.

Free return international flights are on offer along with free cabin upgrades across selection of European and Mekong River cruise itineraries.

The promo runs until 08 Apr.



Window Seat

SLOVENIA will soon have another tourist attraction, with a small town called Zalec planning to build Europe's first beer fountain.

The fountain will dispense local beers and will be served in a commemorative mug for €6.

The local council hopes the €350,000 fountain will help increase tourism.

Not all are convinced, with opponents suggesting the funds could instead be used to improve the state of water supply to local villages.

A concept for the beer fountain is **pictured**.



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EU arrivals up 5% in '15

INTERNATIONAL tourist arrivals to Europe spiked 5% in 2015, according to a recent report by the European Travel Commission (ETC), continuing the upwards trend of 'above-average' growth in the region for the sixth consecutive year.

The hikes have been attributed to ongoing economic recovery, a fall in oil prices and favourable exchange rate.

ETC executive director Eduardo Santander said travel to Europe continues to surge amidst migration crisis and safety and security concerns.

Despite this, Santander said "prospects for 2016 remain optimistic with growth expected to increase by 4%".

Visitor growth spanned regions such as: Iceland (30%), Romania (17%), Slovakia (16%), Montenegro (15.5%), Ireland (14%), Portugal and Croatia (10%) and Greece (8%).

TUI Group shake up

PETER Long has stepped down from his role as joint-ceo of TUI AG's executive board, making Fritz Jousen sole chief executive.

Both Long and Jousen have served as joint-ceo since the merger between TUI Travel PLC and TUI AG, when it was agreed Peter Long would exit the board after a transitional year of joint management (**TD** 14 May).

Long has been elected as new member of the Supervisory Board of TUI AG.

VA on Capital Express

VIRGIN Australia is reiterating to agents it will be code-sharing on the new Capital Express route operated by alliance partner Singapore Airlines (**TD** 20 Jan).

The new service will operate between Canberra, Singapore and Wellington New Zealand.

VA said in a memo to agents this week pax can access 89 routes around the world with SQ/MI.



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Consolidated agents not scared!



A GROUP of agents got up close and personal with nature this month, on an African safari adventure courtesy of Qantas, Consolidated Travel and South African Tourism.

A lion, leopard, rhino and elephant were spotted, missing only the buffalo during the 'Big Five' game run.

Attendees flew both Business

class and Premium Economy class with QF, and rested their heads at luxury lodgings: Shepherd's Tree Lodge Pilanesburg, The Palace at Suncity and Michelangelo Hotel Johannesburg.

Pictured (above far right) is Consolidated Travel Queensland Manager, Steven Heinrich along with the keen group of adventurers.

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or search "QG" on the GDS

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Quest St Leonards is Quest's newest purpose-built apartment hotel in Sydney, featuring 79 fully self-contained studio apartments just 7km from Sydney CBD.

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WJ/AM codesharing

WESTJET & offshoot WestJet Encore have sought approval from US regulators for a blanket statement of authorisation to implement a codesharing arrangement with Aeromexico across their joint networks.

Win with Patagonia

This week *Travel Daily* and Patagonia are giving one lucky reader the chance to win a Patagonia Black Hole Pack 25L valued at \$149.95. Patagonia is an outdoor adventure apparel company on a mission to build the best product, cause no unnecessary harm, use business to inspire and implement solutions to the environmental crisis. Check out www.patagonia.com.au



The Black Hole Pack is one of their signature packs and is a burly daypack with weather-resistant protection and durability perfect for day trips and hiking adventures.

To win, send the most creative answer to patagonia@traveldaily.com.au

Tell us in 25 words or less the adventure you'd like to take this bag on.

patagonia

Far West NSW guide

DESTINATION Far West and Inland NSW have released a new visitor information guide for Broken Hill and the NSW Outback.

The 100-page A4 guide covers Broken Hill, Silverton, Lightning Ridge, Walgett, Bourke, Brewarrina, White Cliffs, Cameron Corner, Milparinka, Tibooburra, Wilcannia, Tilpa, Louth, Menindee, Cobar, Nyngan, Hay and Balranald.

Download the guide **HERE**.

FTC Anzac Day Tours

FRENCH Travel Connection has released a three-day ANZAC tour, designed around attending the Dawn Service at Villers-Bretonneux.

The trip departs 24 Apr from Paris and includes a visit to the Somme Battlefields.

Two nights hotel accommodation is included in the package, two dinners at the hotel, and a personal audio system while on tour.

MEANWHILE, the FTC has a new trade incentive, offering agents a \$75 gifts.com.au voucher for product booked before 29 Feb.

The offer applies to reservations of over \$2,000.

Greece blockages

KEY Greek ports and airports are being blocked by farmers and their tractors in protest of austerity measures.

Seventy-five road blockages have been confirmed across the country including on the Athens to Thessaloniki national road, with delays expected to continue over the weekend.

The Department of Foreign Affairs and Trade has advised travellers to check with their transport or tour providers for info on disruptions and to follow local media for the latest info.

UA celebrate 'Dream' 30th in Oz

IT WAS 30 years ago today on 12 Feb 1986 that United Airlines inaugurated flight UA815 from Los Angeles to Sydney.

At a media event in Sydney yesterday to celebrate the significant milestone of serving Australia, UA reiterated its commitment to the region, confirming it will move to an all-*Dreamliner* operation on the trans-Pacific route.

"We've proven over the last three decades that we are committed to the Australian market and to ensuring that we deliver flyer-friendly services to our customers", said United managing director of Japan & Pacific sales, Alison Espley.

Commencing 27 and 28 Mar, UA's Boeing 777-200 aircraft will be replaced with the Boeing 787-9 *Dreamliner* for flights between Sydney and both Los Angeles and San Francisco.

Effective 03 Jul 2016, United will also launch thrice-weekly non-stop *Dreamliner* flights between Auckland and SFO (**TD** 09 Oct),

with plans to increase this to a daily service in Oct.

Thirty years on and Australian customers have access to over 200 daily connections via UA's SFO and LA hubs to more than 90 destinations across the USA.

"We are committed to continuing our investment in this region and re-emphasising our dedication to our Australian customers", said UA's director of Australia and NZ sales Julie Reid.

Pictured yesterday cutting the celebratory cake are Julie Reid (left) and Alison Espley.



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Contours Travel milestone



CONTOURS Travel managing director Ted Dziadkiewicz set off to South America in 1975 for the first time on an overland bus trip and returned to establish a travel company to service Australians wanting to explore the continent.

Last night the Melbourne-based wholesaler celebrated 40 successful years with trade partners in Sydney.

The tour operator brought the magic of Latin America to Australia, with a group of its top selling Sydney agents and suppliers including LATAM, Alto Atacama, Sonesta Collection, Vira Vira, Casa Andina and Australis.

Speaking with **TD**, Dziadkiewicz attributed the longevity and success of Contours Travel to the "great relationships built over the years from ground operators and suppliers to agents, customers, staff and my family and friends".

Pictured above at Char & Co. Brazilian Barbeque in Sydney last night are Contours Travel team; Heather Poppelier, Ted Dziadkiewicz and Peter Hewlett.

Blue Train adjustment

OPERATORS of the Blue Train in South Africa have advised the arrival times for the locomotive into Pretoria Station and Cape Town has been adjusted to 3pm, effective this month.

The firm said the time change takes into consideration "the complexities of a shared South African rail network and following some delays experiences in 2015".

Clients are also urged not to book flights and/or excursions on the day the Blue Train arrives as times cannot be guaranteed.

Marketing seminar

TOURISM marketing seminars will be held across Sydney in Mar to help the industry to engage their audience, tap into new markets and grow business.

The NSW Business Chamber and Australian Business Consulting & Solutions have created the three-hour seminar, which will feature presentations from industry experts - **CLICK HERE** for more.

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Scenic Getaway tie up

SCENIC has signed on as principal sponsor of Nine Network's travel show *Getaway* for the fifth consecutive year.

The new season will kick off on Sat with a recap of David Reyne's experience on a on a Scenic Europe river cruise along the Rhine and Moselle rivers last year.

Scenic Tours national marketing manager Liz Glover said the sponsorship has been hugely successful and "travel agents love how Getaway and their presenters can bring a destination to life for their clients driving them to book because of what they have seen".

TICT: Oust dodgy travel companies

TOURISM Industry Council Tasmania says non-accredited and illegal operators are undermining states' model reputation, according to a report in local newspaper *The Mercury*.

Tourism Industry Council Tasmania chief exec Luke Martin said he was fed up with "dodgy" tour operators and "half-baked" accommodation businesses.

He expressed concern at travel businesses who can't demonstrate how they meet minimum quality assurance standards or lack necessary permits and insurance, "cashing in on the hard work & hard earned reputation of the industry".

Of the more than 2,000 properties in Tasmania advertised through accommodation sites such as Airbnb and Stayz, Mr Martin said about half were unaccredited.

Lindblad additions

LINDBLAD has added two new departures to its 'Norway's Fjords and Arctic Svalbard' itinerary.

The 16-day journey begins in Bergen and spans through Nordfjord, Smola, Lofoten Islands, Tromso, Bear Island, Tysfjorden and more.

Prices range from \$19,910 with expeditions departing in May and Jul - more **HERE**.

EK 6 daily to Heathrow

EMIRATES is expanding its operations on the Dubai-London Heathrow route, with a new sixth daily service due to begin 26 Mar.

GDS displays show EK031/032 will initially be operated using Boeing 777-300ER aircraft and shift to Airbus A380s from 01 Jun.

Technology Update

Today's Technology Update is brought to you by Amadeus IT Pacific.

The traveller – at the centre of our universe



Travel agents and TMCs have always been great at understanding the rational needs of travellers.

Traditionally the interaction tended to be more supplier-centric: travellers told the agent where they wanted to go and the agent would find the content that met their needs. Today's traveller comes armed with much more information, and expects their every whim to be anticipated and satisfied.

Fortunately, technology has allowed travel agents to keep up the pace and maintain their status as the trusted expert – blending deep knowledge of travellers' emotional drivers with vast content, advanced search, customer profiling, personalisation tools and the ability to provide 24/7 service.

That's where Amadeus plays a vital role at the centre of the travel ecosystem. We connect travellers with travel agencies and the entire travel chain. In 2016 our technology solutions will deliver an even richer retailing experience to our customers, so that you can offer the end traveller journeys that inspire and excite them.

We invite you to join us to embrace the future of travel at www.amadeus.com/blog

Tony Carter, Managing Director, Amadeus IT Pacific

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Diyarbakir blacklisted

THE Dept of Foreign Affairs & Trade has added Diyarbakir in south-east Turkey to its "do not travel" regions due to security concerns in the region.



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.

Abercrombie & Kent is running a last minute special for bookings on its Glimpse of Israel & Jordan itinerary. Bookings made by 29 Feb will receive a discount of \$500 per person - **CLICK HERE**.

Book the Harmony of Touch package, which includes a Swedish & head massage, at **Rembrandt Hotel Bangkok's** Sanctuary Wellness & Spa for only THB1,300 (AU\$51.79) - wellness@rembrandtbkk.com

Stay at Melbourne's **Metro Apartments** on Bank place for \$183 per night as part of its Easter package. The deal includes late checkout, bottle of wine on arrival and free wi-fi, offer valid 25 Mar - call 1800 004 321

This weekend **Cebu Pacific** is offering AU\$249 fares to a number of Phillipine Island destinations. Deal ends 14 Feb or while seats last. To take advantage, visit www.cebupacificair.com.

TripAdvisor rev up

TRIPADVISOR has released its fourth quarter & full year 2015 financial result, revealing 2015 revenue is up 20% year-on-year to US\$1.49 billion.

Net income for Q4 2015 alone was US\$66 million while revenue rose 7% to US\$309 million.

CFO Ernst Teunissen said the Q4 results were solid in light of "significant currency headwinds and our accelerated rollout of instant booking".

User reviews and opinions hit 320 million and the content continues to attract the world's largest global audience.

TripAdvisor expects 2017 margins to expand as revenue growth recovers after the company's global rollout of instant booking in 2016.

Tempo Maldives love

TEMPO Holidays is offering special deals on resort accom in the Maldives in celebration of Valentines Day.

Prices start at \$373 per person per night at the 5-star Anantara Veli Resort & Spa - for more info, see tempoholidays.com.

Star LHR upgrade

HEATHROW Express is offering Star Alliance Gold Card holders travelling on its train service a free first class upgrade.

Those eligible can buy a standard class single or return ticket for the Heathrow Express then chose from any free seat in the Business First Class carriage.

To avail the offer, pax just need to show their train ticket and Star Alliance Gold card to the attendant.

VA medical clearance

VIRGIN Australia advises it has made changes to its medical clearance process, effective from this week.

Passengers requiring medical clearance to fly will now be required to submit a medical clearance form to the airline for approval prior to travelling.

If medical clearance forms aren't completed in advance, VA may refuse travel for passengers until they get medical clearance.

Agents need to be aware a Special Service Request must be added when booking such customers - further details **HERE**.

Maldives pays MEL & PER a visit



THE Maldives Showcase this week continued on to Perth and Melbourne, with close to a total of 100 agents and suppliers coming along for the events.

Pictured from left: Maria Alaveras, Outrigger; Michael Thomson, Shangri-La; Teree George, Jumeirah Group; Jean

Kouriel, Select Vacations; Rochelle Kilgariff, Finolhu Maldives; Charle Ridout, Central Hospitality International; Thushara Liyanarachchi, Taj Hotels, Resorts & Palaces; Terri Cordin, Wildlife Safari; Nick Berry, Starwood Hotels & Resorts and Brooke Tabberer, Tabberer Terakes.



Win a Hurtigruten cruise

This month, *Travel Daily*, BENTOURS and Hurtigruten are giving away a 12 day Hurtigruten 'Classic Coastal Voyage Return', in a private cabin for 2 people. The prize includes four onshore excursions provided per person, along with Full Board, valued at up to A\$10,000.



All you have to do to win this incredible prize is answer each daily question correctly and have the most creative answer to the final question. Send your entries to bentours@traveldaily.com.au

Q10. Since what year has Hurtigruten been operating their voyages?

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.

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Valid for travel between 8 February - 31 December 2016

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Terms and conditions apply. Valid for tickets issued by Consolidated Travel or via Quikticket during the incentive period 08FEB - 06MAR16 on EY itineraries (excludes any bookings in T/E class) ex Australia to all Etihad destinations on EY (607) ticket stock on the Consolidated Travel IATA only. Child, Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Vouchers are capped, please submit all claims to promotions@consolidatedtravel.com.au. This promotion is open to all full time international selling agents only. Consolidated Travel and Etihad reserve the right to withdraw or change the conditions of the promotion at any time. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 791 692 004 60. Date of issue 18 January 2016.



Working in partnership with the Australian Travel Industry

Corporate State Sales Manager

Brisbane, Executive Salary Pkg, Ref: 2151SZ1

Due to growth and new opportunities, a well established travel company is looking for a head of state sales manager for their corporate division. My client is seeking candidates with leadership qualities and also candidates that have had experience managing BDMs and a proven track record of sales. You are responsible for training BDMs and ensure they are aware of their direct competitors and how to handle customer needs. The end result will be to increase sales and overall TTV of the business.

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

Luxury Travel Consultant

North Sydney, \$50-60k, Ref: 2150SJ1

A brand new position has opened in North Sydney for an experienced travel consultant looking to move away from face to face trade and focus on high end bookings. This Monday – Friday position in a small but experienced and friendly team is offering a highly competitive salary up to circa \$60k for the right candidate. A loyal clientele following providing repeat bookings and a supportive team makes this a sought after position. We are commencing interview today so don't miss out!

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

Leisure Travel Manager

Melbourne, Up to \$55k, Ref: 2152KF1

Are you a leader? Are you a strong travel consultant with great people skills? We are looking for that perfect candidate that is looking to take on a management role in retail travel consulting. This boutique travel agency in the Bayside area is hiring ASAP. You will be required to manage a small team of travel consultants; to motivate, mentor and grow the team. If you are driven, confident and great with managing people, please apply now as this position will not last long!

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

Experienced Travel Consultant

Adelaide, Competitive + Lucrative Comms, Ref: 2078LM3

My client is looking for someone with exceptional listening skills, creative mind and ability to bring in repeat clients. This role would be suitable for an experience travel consultant who will bring their own client base. For this role you must have strong knowledge about the travel industry and bring your own clientele as there is minimal walk in inquiries. My client would consider part time or full time consultants to join their experienced team. GDS skills are required. Interviewing now!

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

Specialist Travel Consultant

Brisbane, Competitive Salary + Incentives, Ref: 2155KH2

Ready to show your love of the Pacific Islands? A South Pacific Travel Consultant is required to work for an extremely reputable and well established travel company located in Brisbane. Is the South Pacific your passion? Do you love tailoring itineraries? Do you want to specialise and become an expert in this field? If yes, then a boutique travel company is looking for you. You can enjoy long term career progression, recognition and rewards for your efforts with this fantastic opportunity!

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

Airfare Ticketing Consultant

Sydney CBD, \$DOE + Bonus, Ref: 2141MB1

Do you have experience working for an airline, look no further, we have a rare opportunity to work for an international airline located in Sydney's CBD. We are looking for an experienced Airline Ticketing whizz to be apart of their growing team. As an experienced Airfare & Ticketing Consultant you will be assisting agents and directs working on last minute changes, including intl & domestic flights, re-issues, re-vals and refunds. This is an initial 6 month contract with the view to go perm.

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

Japan Wholesale Travel Specialist

Melbourne, \$40k + Incentives, Ref: 2057TS1

Passionate about off the beaten track destinations in Japan? This is a fantastic opportunity for a consultant with experience in FIT, tour, ski and rail products to join a travel company specialising in Japan. This is a diverse and stimulating role working with a fantastic team in a fast paced environment. We need a consultant who can build rapport with customers and agents, provide extraordinary service and create personalised itineraries. Great package and incentives are on offer!

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

Travel Sales Executive

Western Australia, \$60K + Incentives + Car, Ref: 2142LM1

Amazing opportunity! Need a change in your career? Love being on the road? This new opportunity will suit someone who has a passion for travel with strong sales background. We are looking for someone to be the face for to an award winning luxury tour wholesaler for WA. You will be creating & maintaining relationships with industry & trade partners as well as representing the company at trade & consumer events. A role for those who can present confidently & enjoy client interaction!

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



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Laucala Island Resort
LAUCALA ISLAND, FIJI

BOOK WITH LEADING HOTELS AND WIN 4 NIGHTS AT ULTRA-LUXE PRIVATE LAUCALA ISLAND RESORT

We are thrilled to start 2016 with an outstanding opportunity for one of our travel agency partners to win four nights at the exclusive Laucala Island Resort, Fiji.

Set on 3,500 expansive acres Laucala private island resort is surrounded by coconut plantations, sandy beaches, rich green mountains and breathtaking natural beauty. With 25 discreetly spaced villas and 400 staff to cater to your every whim, Laucala will leave you with indelible memories.

The travel agency that wins will receive:

- Return business class air travel for two people on Fiji Airways from the east coast of Australia to Nadi
- Return air travel on private airline, Air Laucala to Laucala Island
- Four nights' accommodation at the all-inclusive Laucala Island Resort in a villa

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To win, simply be the travel agency that has the highest percentage increase in business to our collection of more than 370 member hotels in February 2016, compared to last year. The agency with the largest increase will win.

Terms and Conditions:

- Agency must book a minimum of \$10,000 AUD revenue during the booking period to participate.
- Must be booked via The Leading Hotels of the World channels (LW GDS code) or via Leading Hotels Reservations office or LHW.com (using your IATA)
- Results based on booked business between 1 – 28 February 2016 compared to 1 – 28 February 2015
- Prize must be utilized by an international travel consultant, manager or owner of the winning agency
- Winner will be announced via email in late March/early April 2016
- Prize redemption is subject to availability and blackouts of Laucala Island Resort and valid for 12 months

Sydney: (02) 9377 8444
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Terms & Conditions: Incentive Period 01–29 February 2016. Two economy tickets awarded to (1) The agent with the highest LA sales over the promotion period, based on a minimum of \$5,000 in LA sales revenue. (2) The agent with the most growth in LA sales versus the corresponding period in 2015, based on a minimum of \$5,000 in LA sales revenue. (3) You must issue an LA ticket ex Aus and email the ticket number to product@helloworld.com.au and tell us in 30 words or less why you would like to visit South America flying on LAN. Routes and dates of flights must be confirmed by LATAM Airlines Group and travel must be completed by 30 November 2016. Taxes & surcharges are not included and a service fee of \$50.00 per ticket applies. Winners will need to make their own arrangement to SYD at their own expense. The winners in each agency are responsible for arranging comprehensive travel insurance, visa's and accommodation. The winners must be full-time international selling employees of the agency at the time of travel. Ticket must be issued on LA (045) ticket stock, issued via self-plate or Air Tickets. Valid for new bookings made and ticketed on LAN Airlines ex Australia and includes all classes and all destinations. Infant, cancelled or refunded tickets do not qualify. Sales will be automatically tracked and winners will be notified within 60 days after the incentive period ends. Prizes are Non-transferable, Non-exchangeable, Non-replaceable, Non-changeable and further fare rules may apply. Any FBT implications are the responsibility of the winning agency. Helloworld LTD and LATAM Airlines Group reserve the right to cancel or alter the conditions of this incentive at any time. This incentive is open to members of Helloworld Branded, member of helloworld, helloworld affiliate, concorde agency network and air tickets.