

## Strong H1FY16 at SeaLink

**SEALINK** Travel Group recorded bumper numbers for the six months leading to 31 Dec 2015 (H1FY16), today revealing a net profit after tax (NPAT) figure of \$8.6 million - up 82% on NPAT of \$4.7 million ending H1FY15.

Earnings before interest, tax, depreciation and amortisation (EBITDA) also saw a generous uptick, spiking 80% to \$16.3m.

Managing director Jeff Ellison described the period as "one of transformation where the company focussed on acquiring and integrating the Transit Systems marine businesses.

"We are well placed to continue growing our tourism-related businesses in a competitive market," remarked Ellison.

The company was encouraged by the response to its new ferry service and a boost in sales for lunch and dinner cruise segments on Sydney Harbour.

Lowered fuel costs resulted in a 20.2% hike in EBIT for SeaLink South Australia which rose to \$6.1 million in H1FY16 from \$5.1 million the corresponding period.

Captain Cook Cruises sales lifted 8.6% to \$18.7m, driven by the China market with sales out of the market surging 26%.

The SeaLink Queensland and Northern Territory business unit also experienced significant EBIT gains, up 161% from \$0.6m in H1FY15 to \$1.3m in H1FY16.

SeaLink added that all business units have performed better than initial projections last month.

In the second half of FY16, SeaLink will focus on integrating Stradbroke Island into the firm's international and domestic marketing programs and has flagged pricing changes for Captain Cook Cruises.

### Today's issue of TD

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

- inPlace Recruitment
- Travel Trade Recruitment
- Club Med

### Club Med winter deal

**CLUB** Med is promoting early booking offers in the Maldives, Thailand and Indonesia for sales made in 10 days - see **page 12**.

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## TC Winston threatens

**THE** Dept of Foreign Affairs & Trade advises Category 2 Tropical Cyclone Winston is expected to make landfall in Tonga in Ha'apai this afternoon, strengthening to a Category 3 as it moves over Vava'u by Wed morning.

In Fiji, a Tropical Cyclone warning has been issued for Ono-I-Lau and Vatoa and a Tropical Cyclone gale warning has been issued for Fulaga, Ogea, Namuka, Kabara, Komo and Moce.

## Cover-More revenue rise

**LISTED** Australian travel insurance provider Cover-More today reported strong revenue growth in the first half of financial year 2016, but has taken a hit by higher claim costs.

Cover-More revealed details of its current performance in an update to shareholders this morning, saying the business has "continued to deliver strong revenue growth".

Group sales for H1 FY2016 are up 6.5%, gross travel insurance sales in Australia increased 7.1% and gross sales in Asia soared 27.6% compared to H1 2015.

"This strong growth was achieved in an outbound travel market below historical growth rates," Cover-More said.

The insurance firm's EBITDA for the period slumped 16.4% year-on-year to \$20.4 million - down from \$24.4 million the same time the corresponding period 12 months earlier.

Barring one-off costs & business expansion expenses, adjusted EBITDA as \$22m (down 10%).

Cover-More cited higher claim costs (-\$5.6m) driven by the

Australian dollar depreciation and "continuing impact of the portfolio mix shift".

One-off costs of \$1m, linked to the settlement of a legal dispute and the impact of Bali's ash cloud events, were also highlighted.

"Our business model remains resilient and partnerships with distributors robust," the firm said.

"Our initiatives for North America and Global Direct remain on track. We enter H2 FY2016 with strong momentum."

Cover-More is set to release full H1 FY2016 results later this week.

## VLI runway repair

**URGENT** repairs of Vanuatu's Bauerfield Int'l Airport at Port Vila have been earmarked for completion in Apr.

The \$1,770,428 emergency repairs are expected to take 56 days following the civil contractor signing the contract, pointing to a 06 Apr completion date.

Following repairs, another assessment will be conducted and airlines will pin down a date when they will re-instate services.

## GSR Platinum Club

**GREAT** Southern Rail has launched a Platinum Club carriage for Platinum passengers on The Ghan & Indian Pacific trains.

The new carriage features a daytime lounge/bar and an evening banquet setting.

It seats 30 guests for dining & an extra 20 in the lounge area.

The carriages have been introduced to the fleet, with the remainder to be rolled out over the coming months - more **HERE**.

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## SilkAir KKs CNS/DRW delink

**REGIONAL** Southeast Asian airline SilkAir yesterday confirmed plans to de-link its triangular Singapore-Darwin-Cairns route from late May.

As flagged by **Travel Daily** last month (**TD** 25 Jan), SilkAir will operate two separate return flights between Singapore and Cairns (MI812/MI811) and from Darwin (MI804/MI803).

"This will not only shorten travel times for passengers travelling between Singapore and these two cites but also signifies an increase in capacity on these routes," SilkAir said yesterday.

SilkAir currently operates one weekly direct service between Singapore and Cairns on Sun.

As reported earlier by **TD**, the delinking of Darwin for pax flying on Mon or Thu from Singapore to Cairns will reduce the journey time by about 19 hours.

Similarly, passengers flying to Singapore ex the NT capital on

Mon and Thu must stopover in Cairns overnight.

Effective 30 May, SilkAir pax on those days will no longer be required to stopover in Darwin.

**MEANWHILE**, MI has retimed its Kathmandu-Singapore service to include a fuel stop in Kolkata due to a lack of fuel supply at KTM.

## DriveAway 2-wheelers

**DRIVEAWAY** Holidays has tied up with EagleRider to provide motorcycle hire in the USA.

EagleRider has outlets at more than 50 locations across America, with vehicle options including Harley Davidson, Honda, BMW, Yamaha, Triumph and Indian.

There are five classes of bikes to choose from - Classic, Touring, Sport Touring, Street or Trike.

Heading DriveAway's relaunch into motorcycles will be staffer Blake Wiggins - for more info, see [driveaway.com.au/motorcycles](http://driveaway.com.au/motorcycles).

## New OTA player

**AUSTRALIA'S** online travel agency space has expanded with the launch late last week of new firm called [Ghoomo.com.au](http://Ghoomo.com.au).



The site has been designed as a destination to research, book and share travel stories, Ghoomo md Monish Chand says.

"Ghoomo is going to be much more than just a booking engine for flights, it's a platform that allows the consumer to share travel stories, research new places to travel and have a user generated, non bias online community to go to," Chand said.

Owned & operated in Australia, Ghoomo.com.au has no credit card fees on international bookings (excluding LCCs) and says it plans to roll out a rewards program and app in the future.

In Hindi, Ghoomo means 'travel', 'turn', 'spin', 'go around'.



## Window Seat

**IF THERE'S** one type of structure you'd desperately hope had the right building permits, it'd have to be an underwater restaurant.

Yet, the owners of India's first underwater restaurant - The Indian Poseidon - which opened earlier this month has since been closed after failing to pass this basic step.

Surrounded by 150,000 litres of water, this is one dining experience that could have gone terribly wrong.

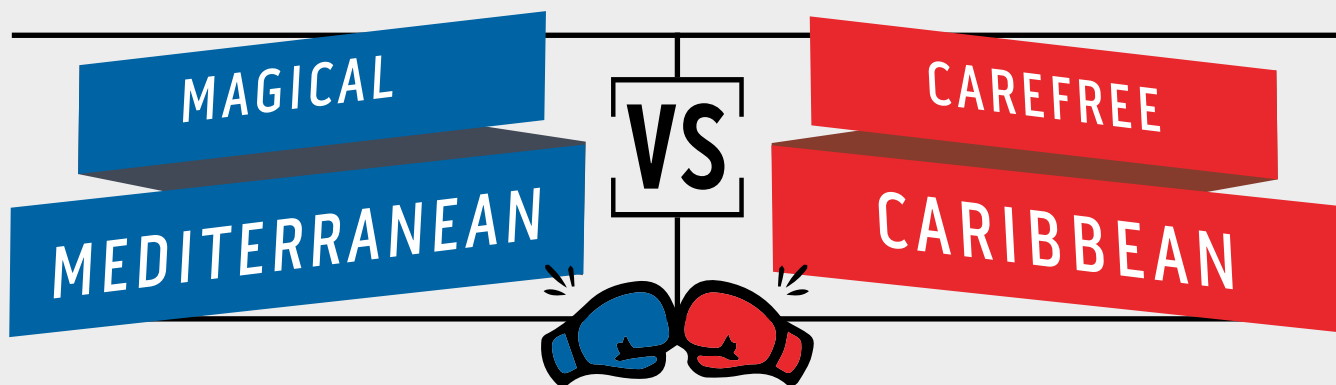
The local fire department said they only became aware of the restaurant's existence after media reports.

Located 20 feet under the water surface, customers enter the restaurant via a tunnel.

Let's hope the tunnel gets double checked too!



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## hello new document wallets

### HELLOWORLD

yesterday announced it has begun the roll out of its new-look documentation wallets (**TD 30 Nov**) for wholesale brands Qantas Holidays and Viva! Holidays.

The new dual-branded black wallets come prepared in a red box, providing slots for tickets, itineraries, vouchers, boarding passes, passports, frequent flyer cards, 24/7 customer care cards and more.

Qantas Hols and Viva! Holidays customers with eligible bookings valued at \$6,000 will receive the new wallets free of charge.

They can also be purchased for \$30 (commissionable) for clients with bookings under \$6,000.

"After extensive feedback from the trade we've designed this new look solution keeping



in mind the essential elements our agents love, in a more user friendly and practical design," says QH/VH managing director Peter Egglestone.

Qantas Holidays customers will begin receiving the refreshed wallets immediately while Viva! Holidays bookings will continue to be dispersed in the old solution until the existing stock is exhausted.

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### Solomon shuffle

**AN ELECTRICAL** fault onboard Solomon Airlines' flagship Airbus A320 on Sun has seen the airline switch over its scheduled services today to an aircraft operated by codeshare partner Qantas.

IE was forced to cancel its own Brisbane-Honiara and Honiara-Sydney services yesterday, with passengers ferried onto QF flights "with as little disruption as possible", the carrier said.

Since Sun, Solomon Airlines has relied on Melanesian codeshare partner Air Vanuatu to facilitate a charter service between Honiara and Nadi and scheduled flights ex Nadi and Port Vila to Honiara.

IE also shifted passengers on its HIR-BNE service on Sun to an Air Nauru flight.

"We are continuing to do our utmost to alleviate this situation," said IE's general manager ops & comm, Gus Kraus.

IE's A320 is now at BNE where it is being inspected by engineers.

### Grand Sale last call

**TRAVEL** agents are reminded by APT there is now less than two weeks to take advantage of its Grand Sale promotion.

The campaign includes flight deals on a wide choice of luxury land tours in Africa, Europe, the Kimberley, South America and Tasmania, 'Fly Free' & 'Business Class' air deals on select Asian and European river cruises.

Specials close off on 29 Feb - see [aptouring.com.au/grandsale](http://aptouring.com.au/grandsale).

### New Alliance cio

**ALLIANCE** Global Assistance has appointed Michael Maczan as its chief information officer.

Maczan has more than 15 years IT industry experience which includes a 10 year stint at Accenture where he was project & program manager, responsible for controlling all tech resources.

Most recently, he was regional head of IT Transformation for AGA Europe.



## Birmingham joins our UK network

Set in the heart of England, Birmingham truly has something for everyone. From a spectacular chocolate museum to retail therapy at the city's renowned Bullring shopping centre to the network of beautifully designed canals, Birmingham certainly won't disappoint. Flights to Birmingham starting 30th March 2016. [qatarairways.com/au](http://qatarairways.com/au)

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## HKDL 2015 results

**HONG** Kong Disneyland Resort set its second-highest annual revenue for the fiscal 2015 ending early Oct, achieving HK\$5.1m - down HK\$148m on fiscal 2014.

The result comes despite "a challenging year in the entire tourism sector," HKDL managing director Andrew Kam said.

The theme park recorded its third-highest annual attendance with 6.8m guests walking through the gates, with visitors spending at an all time high.

Kam said the tourism "softness" was a result of lower visitation from mainland China, but remains optimistic for the future, with the new themed-land based on Marvel's *Iron Man* opening in 2017 and the 750-room Disney Explorers Lodge (**TD** 07 Jan 15) slated to begin welcoming guests from 2017.

Further, HKDL unveiled plans to launch new offerings based on the blockbuster movie *Star Wars: The Force Awakens*, included a new look for Space Mountain and Jedi Training for youngsters.

## CX, Travelport renew

**TRAVELPORT** is extending its multi-year content agreement with Cathay Pacific and subsidiary, Dragonair which sees the airlines sign up for Travelport's merchandising solution Rich Content & Branding.

As part of the agreement, Cathay Pacific is also implementing Travelport's Rapid Reprice solution to help agents automate ticket re-pricing and re-issue.

## ibis Bris opening deal

**IBIS** Styles Brisbane are offering all-inclusive special rates ahead of the property's 01 Mar opening.

For \$135 per night, guests can get a Standard Room including breakfast for two and wi-fi, for stays before 31 Mar.

## FJ World Sevens pact

**FIJI** Airways will be flying rugby fans direct from the South Pacific to the HSBC World Rugby Singapore Sevens, signing on as the events official carrier.

The three-year agreement follows FJ's announcement of new twice weekly flights between Nadi and Singapore, starting Apr.

Rugby Singapore says the new flights are a boost for Singapore's sports tourism.

## Destination Canada on the road



**THE** 2016 Canada Corroboree national industry road show was a success, with 630 travel agents attending trade events across four cities over the last fortnight.

The show finished last Thurs at Bennelong, Sydney Opera House, where key travel writers, producers and digital influencers were treated to lunch while listening to Canadian tourism representatives reveal local secrets about their unique destinations.

"Thirty-five Canadian destination and supplier representatives participated in Canada Corroboree, each one passionate about the wonders, sights and experiences of their

special part of Canada," md, Destination Canada GSA, Donna Campbell said.

Over 25 Australian wholesalers participated in a full day business-to-business session.

Campbell said she was "thrilled" to have the president & ceo of Destination Canada, David Goldstein, attend part of the road show.

"David's enthusiasm was contagious with the message that Canada is 'cool', not 'cold'".

The team from DC & Associates Worldwide (GSA for Destination Canada) are **pictured**: Pip Macken, media director, Nathan McLoughlin, account director - trade & Donna Campbell.

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## itravel Cluster Training



**ITRAVEL** held its first cluster training seminar for the year in the Elizabeth Room at Mountains Club, Mount Pritchard.

The training session was set up in a speed dating format to allow for maximum engagement between suppliers and agents.

Attendees received vital booking tips and destination knowledge presented by APT, Etihad Airways, Africa Safari Co, Norwegian Cruise Line, Travel Cube, Trafalgar and Air New Zealand.

Head of strategic partnerships, Kim Wudko, also attended the seminar, giving agents a quick update from head office.

**Pictured** above is a group shot of Cluster Training attendees, and to the **right** is Teena Hollwey and Catherine Marshall from Travel Cube with voucher winners

Melissa Torrisi and Amy Morris.



## Tempo, Britain b'fast

**TEMPO** Holidays has joined forces with VisitBritain to arrange an English Breakfast Event at the Elephant and Wheelbarrow in Melbourne on 25 Feb.

The event runs from 8am to 9am, with attendees given the chance to win a spot on the North of England famil.

To attend, RSVP to [Ashley.Reynolds@coxandkings.com.au](mailto:Ashley.Reynolds@coxandkings.com.au).

## Volaris seek MTY/DFW

**MEXICAN** carrier Volaris has proposed to launch new services between Monterrey, Mexico to Dallas/Fort Worth using Airbus A319/320 aircraft.

## Dual Syd airports "mixed blessing"

**INTERNATIONAL** Air Transport Association chief executive Tony Tyler is questioning whether having two major airports in Sydney is the right decision.

His remarks follow the Australian government's decision to develop a second airport at Badgerys Creek in western Sydney (**TD** 15 Apr 14) whilst retaining operations at Kingsford-Smith, rather than centring all operations at the new site.

"I am very glad to see Badgerys Creek nominated as the site," Tyler told *Fairfax Media*.

"Now, they are going to keep the other airport open. That is perhaps a mixed blessing".

The IATA boss stands by a belief that cities work better with a "single airport hub".

Tyler said he couldn't see a viable solution to divide traffic distribution between Badgerys Creek and Kingsford-Smith.

While no train line is expected to be ready when Badgerys Creek opens, the Australian govt has plans to develop one.

To fund future infrastructure at the second airport, former Treasurer Joe Hockey suggested \$5 per passenger levy on domestic flights and \$10 on international flights through Sydney Airport (**TD** 23 Oct 15).

Tyler told *Fairfax* he was against the funding project.

## Fuller SIA planes

**SINGAPORE** Airlines' passenger load factor (PLF) saw a 3.7 percentage point spike in its Jan 2016 v Jan 2015 stats.

The South West Pacific market contributed significantly to the increase (4.4 percentage points), just behind the East Asia market at (6.5 percentage points).

Scoot's passengers carried was up 46.1% above the capacity increase of 43.5%.

As a result PLF increased by 1.4 percentage points to 84.8%.

Overall, the entire network of Singapore Airlines passenger planes saw an 3.6 percentage point PLF increase.

## DO THE NT. DO NT MISTER 2016!

The Northern Territory's annual roadshow is back! Meet the people behind our awesome product and get amongst the bustling market scene!

Sydney - 22 February  
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**MTA** - Mobile Travel Agents' team flew the flag at last weekend's AFTA Travel Expo held in Adelaide.

It was the first time at the expo for the five MTA members, who joined more than 100 other ATAS registered travel companies and 450 travel experts.

The team described their expo debut as "hugely successful",

answering a large number of customer enquiries.

An estimated 10,000 people attended the event, which was held at the Adelaide Convention Centre over the weekend.

**Pictured** above (from left) are MTA representatives: Aaron Sard, Andrew Billows, Christine Fensom, Kyle Duncan-Tiver and Yvonne Cadd (centre).



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Applications close on 25 February, 2016. For more information and online application visit [emiratesgroupcareers.com](http://emiratesgroupcareers.com) using job reference number 160000AX.

## Marketplace for T1

**SYDNEY** Airport is calling for responses to its request for proposal (RFP) to deliver seven new food and beverage brands to its new dining precinct dubbed the Marketplace.

Located in Pier B Departures in T1, the Marketplace will offer casual seating, and a "contemporary street food feel".

The new RFP is seeking to uncover a selection of dining experiences including: gourmet urban, fast and fresh foods and premium Asian street food brands such as Japanese, Vietnamese, Thai and Chinese.

"We're excited to open the Marketplace in 2016 and further enhance the passenger experience," said SYD gm retail, Glyn Williams.

**CLICK HERE** for more.

## DFAT Egypt warning

**THE** Department of Foreign Affairs and Trade (DFAT) are warning visitors against travelling to Egypt due to a "threat of terrorist attack and kidnapping".

The Governorate of North Sinai, including the Taba-Suez Road, has been deemed unsafe and marked "do not travel" due to "a very high risk".

A heightened vigilance at tourist locations has been recommended for those choosing to travel to Egypt despite warnings.

## Bentours offers 2-4-1

**SCANDINAVIAN** touring specialists, Bentours, is offering two for one deals valid on a range of select departures.

The deal includes itineraries such as the 'Essence of Scandinavia' tour which departs 04 Aug and explores Scandinavian capitals and Norwegian Fjords, and the 'Symphony River Cruise' which departs May-Oct and showcases iconic sights along the Volga River.

Deal ends 29 Feb, for more contact 1800 221 712 or email [res@bentours.com.au](mailto:res@bentours.com.au).

## \$775k up for grabs

**APPLICATIONS** for funding under a national tourism infrastructure program to develop new tourism offerings in the Northern Territory, are now open.

With a pool of \$775,000 up for grabs, Chief Minister Adam Giles remarked the program "is a great opportunity for local tourism businesses to create some exciting new tourism experiences and products in the NT."

"These type of infrastructure improvements help to expand the range of tourism experiences on offer in the Territory, particularly in our regional and remote areas," said Giles.

Eligible projects must fall into at least one of the four nominated categories: environmental, built, transport, enabling.

Applications close 15 Apr.



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Tuesday 16th Feb 2016

## WA marine park plan

**THE** Western Australian government is calling for public comment on its proposed plan to build the state's largest marine park, as part of its \$81.5 million Kimberley Science and Conservation Strategy.

Named the North Kimberley Marine Park, the site spans 1.8 million hectares - seven times the size of Ningaloo Marine Park.

"The creation of this park provides an exceptional conservation outcome as well as opportunities for growth in tourism," commented Western Australia Environment Minister, Albert Jacob.

The draft management is open for public comment until 20 May.

**CLICK HERE** to view.

## Hotel Imperial sold

**STARWOOD** Hotels and Resorts today announced the sale of Hotel Imperial Vienna to UAE conglomerate, Al Habtoor Investment, for US\$78.8 million.

The hotel will continue to operate as part of The Luxury Collection brand under a new long-term management agreement.

As part of the pact, Hotel Imperial's rooms and suites will undergo extensive renovations over the next four years.

## Maritime visitor stats

**THE** Australian National Maritime Museum welcomed more than 60,000 visitors between Nov 2015 and Jan 2016 to its Action Stations exhibit, according to figures released.

Top five int'l source markets recorded were from the UK, USA, China, New Zealand and France.

For more on Action Stations visit [anmm.gov.au](http://anmm.gov.au).



## AFTA update

From AFTA's chief executive, Jayson Westbury



**IT WOULD** once again seem that the old saying that a week is a long time in politics has come true with the Prime Minister making yet another substantial change to his ministerial line up.

I think it is reasonable to think that this might be the grand final team that will run onto the paddock for the federal election which could be called anytime time from now until November, but then a week is a long time in politics.

For the travel and tourism industry there is some good news in the appointment of Steven Ciobo MP. Steve has been a very long term friend to the travel and tourism industry and indeed AFTA over many, many years.

He was for a time an opposition spokesperson on tourism and throughout his entire 15 years in parliament as the member for the seat of Moncrief in Queensland (the Gold Coast area) he has always had a particular interest in Tourism.

Steve has been elevated to the heady heights of Minister for Trade and Investment which sits both in Cabinet and as a part of the Foreign Affairs and Trade portfolio.

This is a very senior ministry which was occupied by the very capable Andrew Robb AO until his recent retirement announcement.

While the full details of who will do what to whom are yet to be released, it is expected that as has been custom in a coalition govt that the Trade and Investment Minister will have responsibility for Tourism in Cabinet.

This means that Richard Colbeck the current Minister for Tourism will have a close working relationship with Minister Ciobo and matters that require Cabinet consideration would be taken forward by Minister Ciobo.

Of the other substantial changes in which the travel industry does have a significant interaction is the appointment of Darren Chester MP to the Minister for Infrastructure and Transport, formally held by the deputy Prime Minister and leader of the National Party.

Tradition has it that this portfolio is held by the deputy Prime Minister, but the new deputy Prime Minister The Hon. Barnaby Joyce MP wishes to maintain his current portfolio as Minister for Agriculture and Water Resources. Why is this interesting? Only because it has not happened in over 50 years and if there is one thing that Barnaby will bring in his new role, it is difference.

We are bound to see some interesting times ahead as the new National Party Leadership settles in and all of the new team take up their positions in the Turnbull/Joyce Government.

AFTA will work on forging a new relationship with the transport minister as airports are an important component of is ministry. Fun times ahead no doubt.

## No to council merger

**DESTINATION** Port Stephens is fighting the proposed amalgamation of Port Stephens and Newcastle council, stating the "thriving destination would be wiped out" if the merger is realised.

## Hurtigruten special

**HURTIGRUTEN** is offering a 50% discount on a second pax, for every booking made on its 11-day coastal voyage for travel between 01 Jun and 30 Aug.

Offer ends COB today - for more info, contact Discover the World.



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## rouge YVR-CUN start

**AIR** Canada rouge begun its first seasonal non-stop flights between Vancouver and Cancun yesterday, operated to the Mexican hub as Flight AC1782.

## NCL Burn the Floor with trade



**NORWEGIAN** Cruise Lines kicked off a series of events this week, hosting top cruise agents around Australia to a performance of 'Burn The Floor'.

The events commenced in Brissie last week at Jupiter's Casino on the Gold Coast, with more events to come in Sydney, Melbourne and Perth in late Feb

and Mar.

**Pictured** above (from left) is Steve Odell, SVP and managing director for Norwegian Cruise Line Holdings; Dyland Hearne, Queensland business development manager for Norwegian Cruise Lines; Peta Roby, Burn the Floor and Ryan, Tania, Tara and Claudia from Ignite Travel.

## Oakwood intro rates

**OAKWOOD** Asia Pacific is offering a special introduction rate for its brand new Brisbane location - the group's first branded property in Australia.

Amenities include outdoor pool, jacuzzi, tennis court and sauna.

Stays at the 162-room Oakwood Apartments Brisbane start from \$130 per night, with the official opening date set at 11 Apr.

## Colonial in Top Parks

**TOP** Parks is welcoming Colonial Holiday Park & Leisure Village to its expanding portfolio.

Located on New South Wales' mid-north coast, Colonial has recently completed a refurbishment to include new campsites, cabins and ensuites among others.

Visit [topparks.com.au](http://topparks.com.au) for more.

## CHINA READY training program

**EDUCATIONAL** providers, Kaplan Professional, has partnered with CHINA READY to present an online program which provides cultural awareness training, international certification into China Ready, and Accredited.

The specialist program has been tailored to help individuals improve their knowledge, skills and confidence when interacting with people of Chinese origin; as well as enabling organisations to engage and conduct business with Chinese consumers and prospective clients.

Modules are presented in a "fun and engaging" video format and include insights into Chinese consumer trends.



## 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](mailto:bentours@traveldaily.com.au)

**Q12.** BENTOURS sell a popular excursion to catch King Crabs with Hurtigruten, from which town?

## MAH delay A380 sale

**MALAYSIA** Airlines will defer plans to sell its Airbus A380 aircraft, choosing instead to keep all six until 2018 when it receives the first delivery of its new A350s.

Christoph Mueller, MAH ceo, said of the A380s, "we need them for the long-haul market".

The Kuala Lumpur carrier has tried unsuccessfully to sell the planes for the last year.

## Waypoint to Brissie

**HELICOPTER** leasing company, Waypoint, will expand its global ops to Australia, with an office in Brisbane set to open in Apr.

Executive Chris Wakefield will take charge, establishing the office to "bolster Waypoint's presence across the region".

The company has already delivered five aircraft to several operators.

When you stay with us between April to October, you will receive twice the value at half the price.



[movenpick.com](http://movenpick.com)



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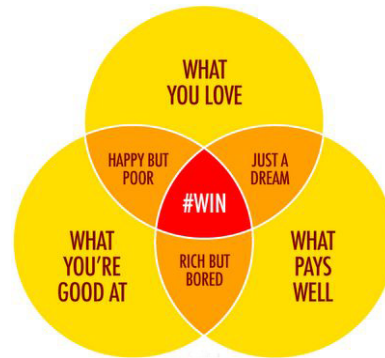
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### Director of Sales - National Hotel Group

**Sydney location**

**Salary package \$100K ++**

This established, international hotel group need a DOS. As a senior member of the Executive team you will work closely with the General Manager implementing strategies to enhance the hotels presence in the market place. You will focus on the corporate market to drive revenue via corporate room nights & residential conference business. Must have proven sales mgt experience within Hotels.

- Spectacular location
- International Hotel group

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

### Leisure Travel Consultant - Sydney

**North Sydney location**

**Salary package to \$65K**

This leading Travel Agency has a strong repeat and referral clientele and no walk-ins. A boutique yet highly experienced team specialise in high yield world wide bookings & offer exceptional service each & every time. This agency is right in the heart of the commercial district and close to public transport. Minimum 2 yrs leisure consulting experienced required.

- Mon to Fri only!
- Service orientated agency

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

### Cruise Specialist- Sydney

**Sydney CBD location**

**Salary up to \$60K + super**

Here is a job with a difference! Our client is launching a tailor-made department, focusing on unique luxury holidays. This fast paced office always alive with activity, makes for the perfect place to start your new role! The company offers educational cruises and paid famill leave as well as regular incentives. Must have experience selling multiple cruise lines within the Australian market.

- Unique product
- Paid famill leave!

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

### Event Manager - Sydney

**Inner West location**

**Salary from \$65K + super +**

This well-known, high-end, complete service Events agency has been recognised as a market leader in the Australian meetings & events industry. Currently seeking an Event Manager with a minimum of 3 yrs experience in the following areas; international & domestic event management, budgeting & negotiation, client relationship management, conference or incentive exp and Events Pro.

- Specialised Clientele
- Travel flexibility req

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

### Inbound FIT Consultant - Sydney

**Sydney CBD location, Salary \$50K + super**

Prepare itineraries throughout Australia for predominantly European markets, particularly Spain. This successful brand has a forward thinking mgt team that likes to keep their staff happy & motivated & offers growth opportunities.

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

### Temp Travel Consultants - Sydney

**Short & long term assignments, top hourly rates**

If you are an experienced travel consultant looking for the flexibility that only temping can bring, then we have various assignments in Corporate, Retail & Wholesale from 3 days to 6 or 12 months. Amadeus, Sabre, Gal, Tramada

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







*Working in partnership with the Australian Travel Industry*

**Support & Administration Consultant**  
Gold Coast, \$DOE, Ref: 2137SZ1

Sick of working in the frontline and want something backend? This is a perfect chance for a consultant wanting to take a step back from retail sales or have good experience in administrative tasks to engage in this opportunity! Working Monday to Friday only between business hours, there are no weekends or late night trading. This job is to be of support to all staff, managers and directors therefore, a keen and exceptional eye for detail is required to be successful in this role.

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.

**Retail Travel Consultant**  
Adelaide, \$40-45k, Ref: 1974LM1

If you have a passion for all things Travel and would like to build your career further in a successful environment then this could be the role for you! If you have previous experience working as a Travel Consultant and you are hard working we would be happy to hear from you! Our Travel Consultants are known for their strong work ethic and superior customer service skills! If you think you have what it takes to be a successful Travel Consultant then this is the right role for you!

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

**Pacific Island Travel Consultant Specialis**  
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.

**Cruise Sales Team Supervisor**  
Sydney, \$70k + Super, OTE to \$110k Ref: 2160PE1

This is the opportunity of a lifetime to join one of the worlds leading luxury cruise brands as they expand their presence in the Australian market. My clients are looking for an experienced team leader that is a self starter, knows how to manage people & mentor a team, someone that can coach and train and establish high sales and growth. You must have a strong understanding of sales and the sales process to be successful in this role. Interviews are taking place now for an early March start.

For more information please call Paul 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.

**Corporate Travel Consultant**  
Perth, OTE 70k, Ref: 2165LM1

A fantastic new opening for an experienced corporate consultant selling leisure holiday to corporate accounts! If you are passionate about the travel industry and you are driven by corporate clientele then this role could be your new challenge! This role isn't just another corporate opening this is the chance to work for a company that has a huge reputation in Australia. Further to that this role offers a rewarding environment and the chance to progress your career! GDS experience is required.

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



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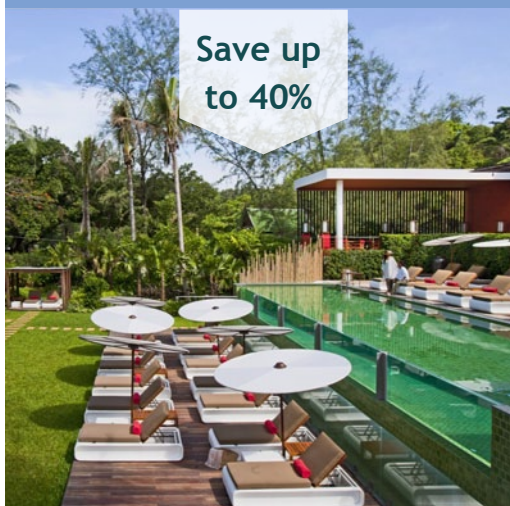
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