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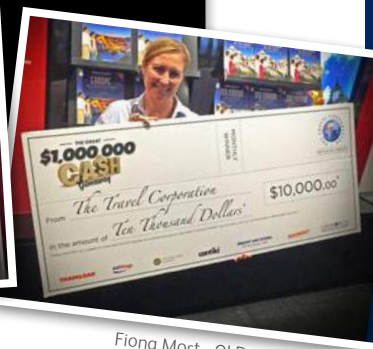
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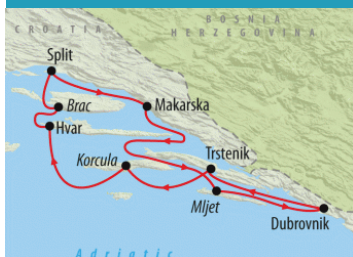
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Ace Travel agt stole \$278K

DISGRACED Victorian travel agent Jordan Dittloff of Ace Travel has admitted to stealing close to \$278,000 from 47 clients over a 12 month period, a Melbourne court heard yesterday.

The dodgy agent pleaded guilty in the Victorian County Court to siphoning funds from his clients' holiday accounts since Jul 2014.

Dittloff made headlines last year when he went 'underground' for almost two weeks having been accused of fleecing clients of his Colac-based agency for payments of holidays he never actually booked (**TD** 04 Jun).

Yesterday, it emerged Dittloff had prepared fake itineraries for some of his client's domestic and international holidays and in some instances had cancelled their bookings and pocketed the

money, the **ABC News** reported.

The court heard yesterday that after stealing \$277,993 of his clients funds, the 28yo shut down his agency abruptly mid-last year.

A victim impact statement from customers Heather & Mike Green stated the dodgy agent had spent almost \$33,000 on their "dream European holiday" to mark their retirement.

He will be sentenced on 02 Mar.

TTC winners grinning

AGENTS still have plenty of time to win big in The Travel Corp's \$1 million Cash Giveaway, which has already seen multiple winners across the country rewarded with \$10,000 - see **cover wrap**.

To be in the running, agents just need to sell TTC products from 01 Nov through to 30 Apr.

2016 Luxury update

TODAY'S issue of *Travel Daily* features the first instalment of a newly monthly update from Luxperience, looking at different aspects of the luxury travel market - see **page 10** for details.

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Travel Daily

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Thursday 18th February 2016

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MTT names new ceo

TRAVELPORT owned specialist mobile travel commerce and digital travel service provider MTT has announced David Moran as its new chief executive officer.

Moran is a "seasoned business leader", MTT says, and will join the business in Dublin on 01 Mar.

Webjet's TTV jumps 28%

ONLINE travel agent Webjet has forecast record full year Total Transaction Value (TTV), after this morning revealing a 28.3% year-on-year jump to \$796 million

for the six months to 31 Dec (**TD** breaking news).

The result was driven by a 52.7% increase in B2B TTV, incl a massive 103.3% from Webjet's Lots of Hotels arm in the Middle East, Africa & North America.

TTV for B2C division ZUIJ also rose 30.9% year-on-year, with the firm reporting the "competitive environment [is] improving."

Webjet Ltd's net profit after tax was \$10.7 million, up from \$9.1 million in H1FY15.

2016 TIE regos open

TRAVEL industry partners can now register for the 2016 Travel Industry Exhibition, with event organisers today confirming the first Melbourne show will be held at Peninsula Docklands on 11 & 12 Jul (**TD** breaking news).

Now in its third year, the Sydney event will return to Luna Park a week later on 18 & 19 Jul, just days after AFTA's National Travel Industry Awards on 16 Jul.

The dual city-events are supported by AFTA which will assist with the development of TIE's seminar program, including content on ATAS.

Registration is free - go to travelindustryexpo.com.au.

Masters on PNG Eden

CLIA Australasia will hold its 2016 Masters Conference aboard a cruise to Papua New Guinea on P&O Cruises' *Pacific Eden*, it has been announced today.

The conference will run from 14 Oct (in Cairns) and then join a 7-nt voyage to PNG on 15 Oct.

More details in today's issue of *Cruise Weekly*.

THAI KK SYD boost

THAI Airways has confirmed a new 11th weekly service on the Bangkok/Sydney route (**TD** yest) will be introduced on 27 Mar.

Flights TG472/TG471 will be offered on Mon, Wed, Fri & Sun (ex SYD), complementing daily return services (TG476/TG475).

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Travel Daily

First with the news

Thursday 18th February 2016

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CLICK HERE for further details

ATAS governance rejigged

THE Australian Federation of Travel Agents has implemented a range of enhancements to the ATAS Charter & Code of Conduct after the changes were approved by the Board of Directors following a recent ATAS Review.

MCG gets a zip-line

SIX Victorian Tourism projects will benefit from a \$3.6 million funding injection as part of the Federal Gov't's Tourism Demand Driver Infrastructure program.

Funds have been earmarked for a new rooftop walk and zip-line attraction at the Melbourne Cricket Ground and a wilderness boat tour for Eco Cruises at Wilsons Promontory.

"These projects will improve tourism infrastructure & provide a boost to local attractions and the businesses that depend on them," Minister for Tourism Richard Colbeck said today.

Historically, suspended or cancelled accreditations were referred to a subcommittee of the Board for further consideration; however under approved changes, AFTA chief executive Jayson Westbury will now be given authority to manage requests.

Westbury commented the "changes reflect the flexibility with which AFTA is able to regime the governance arrangements where appropriate to ensure the integrity of the scheme into the future."

Another change of note includes the lifting of minimum training qualifications for consumer facing sales staff within an ATAS accredited agency from 30% from the previous 20%.

Westbury says the changes were necessary to "ensure ATAS remains a mark of quality in the travel industry in the minds of consumers."

Vivid Sydney extends

VIVID Sydney will this year run for an additional five nights and will expand to Taronga Zoo.

The light and music festival will kick off on 27 May and run a whopping 23 nights to 18 Jun.

Minister for Trade, Tourism and Major Events Stuart Ayres said the extension is a significant opportunity for the travel industry.

The festival has "transformed a traditionally quiet visitor period into one of the year's busiest, delivering a record \$63.2 million in visitor expenditure to NSW last year," Ayres said.

Taronga Zoo will feature a projection onto the heritage-listed main entrance building, thousands of lanterns and 10 larger-than-life animal sculptures.

The decision to extend Vivid Sydney has been commended by Tourism Accommodation Australia as a reflection of the power of events-related tourism.



Window Seat

SYDNEYSIDERS will get a sweet taste of the Emirates this week, following Dubai Tourism's debut of its bespoke 'Flavours of Dubai' pop-up cart at Gelato Messina, Bondi Junction.

Inspired by traditional Arabian taste palates, the two flavours - Desert Oasis and Pistachio Palm - infuse honey, rosewater and sweet pastry as well as saffron with pistachio praline.

The cool treats will be available free to the public from 18 - 21 Feb during opening hours at the centre.

Visitors to the pop-up will be given the chance to win a family trip to Dubai (for four) valued at \$20,000, including accommodation at Atlantis, The Palm, just by taking a photo and uploading it to social media tagged #TakeMeToDubai.



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QF SFO delivers TEDx factor



QANTAS flights between Sydney and San Francisco dubbed the 'Tech Route' took on an even greater significance yesterday as the world's first TEDx talk took place aboard QF73.

QF recommenced flights to SFO in Dec before Christmas.

When quizzed on how the route was performing, Olivia Wirth Qantas group exec brand,

marketing and corporate affairs said "we have a lot of marketing activity in field and we expect the San Francisco route to be very strong.

"It's a great market for us with traffic both ways."

Wirth is **pictured** third from right with Edwina Throsby, head of curatorial TEDxSydney and Qantas cabin crew.

Fez opens 2017 tours

FEZ Travel has unveiled its 2016 Turkey brochure, offering a range of tours of Turkey, Turkey & Greece combination tours, ANZAC Day tours, Gallipoli Battlefields tours, day tours and more.

For the first time, Fez is also broadening the booking window through to options in 2017 and offering a prize freeze on its escorted small group tours booked well in advance.

CLICK HERE to view the brox.

PAL signs A350 deal

AIRBUS has confirmed a deal with Philippine Airlines for six firm orders of the A350-900 aircraft and six purchase options.

The mooted order was flagged earlier this week (**TD** Tue).

PAL will configure the A350 XWB in a triple class layout and says it will deploy the jet on non-stop routes from Manila to the US West Coast and New York, as well as new destinations in Europe.

AKL employee sacked for siphoning funds

A **NON-EXECUTIVE** employee of Auckland Airport has been dismissed after the company identified "several unidentified financial transactions" following an internal review.

In a statement, Auckland Airport said its internal auditors EY has to date identified NZ\$1.84 million in unexplained transactions.

AKL chief financial officer Phil Neutze said the firm has taken immediate steps to review its internal processes and controls.

The matter has been referred to the New Zealand Police, with civil proceedings commencing against the individual concerned.

SeaLink appointment

SOUTH Australian based travel company SeaLink Travel Group has announced the appointment of Andrea Staines as a director, effective 15 Feb.

EXPLORE MORE

It's time **hotel** booking got smarter

Everyone is looking for best value. Yet, booking hotels online can fall short of expectations. And it can often fail to deliver the perceived gains from 'shopping around'. That's why tried and tested booking methods appear more popular than ever, despite a more fragmented marketplace.



The latest Sabre® paper, 'It's Time Hotel Booking Got Smarter', reveals some of the reasons why hotel bookings via a Global Distribution System (GDS) are on the rise. It explores:

- » Where and how to find value
- » How travel agencies and TMCs can make efficiency savings
- » Why it's more difficult than ever to meet traveller expectations
- » The competitive advantage of making all hotel bookings via a GDS

Download paper now to see how you can remain competitive in this space.

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Travel Daily

First with the news

Thursday 18th February 2016

Air China promo

AIR China is advising it launched an "I LOVE 2 TRAVEL" deal on Valentine's Day for Australian and New Zealand travellers.

Tickets are available on flights from Sydney, Melbourne and Auckland to major Chinese cities like Beijing and Shanghai.

The special is offering round-trip Economy class from \$680 and round-trip Business class fares start at \$2,800.

Different destinations can be combined and rebooking and refund/ticket change/endorsement are allowed.

To book, visit airchina.com.au.

RCI Facebook likes

ROYAL Caribbean International has surpassed 200,000 Facebook fans and is celebrating the milestone by offering a \$200 per stateroom discount on 2016/17 local sailings of five nights or longer, when booked by 26 Feb.

In the last six months, Facebook fans of RCI have doubled.

TAA survey says: Free hotel wi-fi a must

A TOURISM Accommodation Australia survey of over 300 accommodation providers across Australia has found a whopping 96% offer some level of free wi-fi.

Out of the respondents, 99% have wi-fi on offer and 65% provide it for free of charge.

The technology is free on a conditional basis for 31%, such as a loyalty program member, upon booking direct, or as a special inclusion.

The remaining less than 5% of hotels offer wi-fi to all guests at a cost, the poll found.

"In the past few years, hotels have had to upgrade their internet provision dramatically as the demand for connectivity has increased with guests," said Carol Giuseppi, ceo TAA.

"Australian hotels have answered demands from guests by extending internet access & our industry is now on par with most hotel sectors around the world."



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On the Go new range

ON THE Go Tours has announced the addition of four new product ranges for this year.

The new collections have been allocated into four distinctive categories to fit in with a traveller's individual 'style'.

On the Go Signature focuses on "exciting days and comfortable nights", On the Go Adventure offers "adventurous days and rustic nights", On the Go Select is perfect for cultural experiences, and On the Go Independent for private tours.

See www.onthegotours.com.

Gemini last seats

STARCUISES is reminding the industry of its last minute deals available on *SuperStar Gemini* for its Feb and Mar departures.

Offers include a buy-one-get-one-free offer as well as deals on balcony upgrades and food and beverage credits.

The deal applies on a number of three to five night round trip cruises to Singapore.

SkyTeam UNICEO

GLOBAL airline alliance, SkyTeam, has penned a partnership with the United Networks of International Corporate Event Organisers to "strengthen visibility" in the lucrative MICE segment.

"Partnering with SkyTeam was a clear choice given the alliance's leading position in Greater China, North America and Europe, all areas of strategic importance for UNICEO's international development," commented Debora Piovesan, vice president for UNICEO International.

"By working with UNICEO, SkyTeam can offer the benefits of global meetings to more MICE industry experts," added SkyTeam vice president, sales and marketing, Mauro Oretti.

Turkey explosion

THE Department of Foreign Affairs and Trade (DFAT) is urging travellers to exercise a "high degree of caution" when visiting Turkey, following an explosion in central Ankara which killed 28 people near vehicles carrying military personnel.

The overall advice has not changed, however people have been advised to "stay away from the area and follow the instructions of local authorities".

Visit USA annual agents expo



MORE than 250 agents attended Visit USA Australia's annual Agent Expo Week held in Sydney last night, with the expo only wrapping up in Melbourne and Brisbane earlier in the week.

The evening offered both formal educational presentations as well as a chance for agents to connect and network with suppliers and local exhibitors.

Over 55 US-based destinations and suppliers participated, including APTMS, Cirque du Soleil, Anaheim/Orange County VCB, Caesars Entertainment, Cruise America, Visit California, Disney Destinations International, Grand Canyon Tours & Travel, Starline Tours, Universal Studios

Hollywood, Utah Tourism Office, New York Attractions, Maverick Aviation Group Las Vegas & more.

Lucky door prizes were given throughout the evening, with the major prize awarded to Tarrant Gibson (pictured **above** right) from Flight Centre Eastwood, who went home with two Air New Zealand airmiles to the US along with accommodation at the Handlery Union Square Hotel, iPod shuffle from Sonoma County Tourism, a week's RV rental from Cruise America, accommodation in Dallas Hotel and two Dallas city passes courtesy of Dallas Tourism.

Accompanying Gibson in the **picture** above is Chris Fenton, bdm, Air New Zealand.

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Thursday 18th Feb 2016

Travel Daily

First with the news

CHAIRMAN of ecruising group of companies Brett Dudley unveiled his new luxury travel company 33 Degrees last night during a cocktail party held at Balmoral Bather's Pavilion.

Around 70 industry, media and loyalty club members attended to hear the announcement.

Dudley created the new "experiential luxury tour company" to cater for growing demand for exclusive itineraries.

"Ecruising's cruise tours grew at such a speed that it was necessary to create a company dedicated to these immersive high-end packages and build a team of dedicated handpicked travel professionals who will offer a concierge style of service to our 33 Degrees customers," he told guests last night.

Dudley chose the name based on his three favourite cities, Cape Town, Sydney and Santiago, all 33 degrees south of the Equator.

The new tours incorporate private jets, exclusive use of small resorts and luxury ships chartered

for guests of 33 Degrees along with local guides and tour hosts.

"We go to a lot of trouble to do some outstanding things and experiences," Dudley said.

Dudley also announced two 'Directors Selection tours' which he will host personally.

The first of the tours is the 32-night Seven Wonders of Africa departing Jan next year.

It includes private charter of planes and the Rovos Rail as well as exclusive use of the Phinda Mountain Lodge, finishing off with a 16-night cruise from Cape Town back to Australia onboard Cunard's *Queen Mary 2*.

The second Directors tour will be the 13-night Kimberly Voyage of Discovery departing late Mar 2017 with charter of *True North*.

For more information see www.33degrees.travel.

Pictured above - the 33 Degrees team from left: senior travel executives Charlotte Mottram and Kylie Organ together with assistant manager Angela Chung and founder/owner Brett Dudley.



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Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Tourism marketing agency **Gate 7** has announced a number of appointments. In the Visit California team, **Laura Jones** has been named Account Director, **Kat Wanoa** as Content Manager and **Phil Haines** as Travel Trade Manager. **Stefanie Eberhard** has taken the reins as Account Manager of The German National Tourist Office, **Penny Brand** is representing a variety of Gate 7's Southern and Northern Californian destinations as Account Manager and **James Cooley** has joined as a PR Account Manager.

Trey Hickey has been promoted to the new position of senior vice president, international sales for **Princess Cruises**. He was previously vice president of international sales.

Richard Anderson will step down as CEO of **Delta Air Lines** effective 02 May and will take up the role of Executive Chairman of the Board of Directors. Anderson will be replaced by **Ed Bastian**, the current president and **Glen Hauenstein**, Executive Vice President, will step into the role of President of Delta.

American Express Global Business Travel has named Dr. Carl Jones as Vice-President, Global Client Management, Asia Pacific. He comes from Carlson Wagonlit Travel, where he was General Manager for the Solutions Group in APAC.

Global travel platform **ADARA** has opened offices in Tokyo and Hong Kong and brought on board **June Morishita** as Commercial Director, Japan and **Irene Lee** as Sales Director, North Asia.

Ben Martin-Henry has joined **CBRE** as Research Manager, Hotels.

Wyndham Vacation Resorts has appointed **Jerry Estrada** as Hotel Manager of Wyndham Vacation Resorts Perth. Estrada has most recently worked as Front Office Manager at the Crown Promenade Hotel Perth. In Coffs Harbour, **Natalie Smith** has stepped up to the role of Resort Manager of Wyndham Vacation Resorts Coffs Harbour.

MTA conf speaker

MTA - Mobile Travel Agents has announced author of best-selling autobiography Li Cunxin will head the line-up of speakers at the its 2016 'The Power of Community' National Conference on Queensland's Gold Coast.

He will join master of ceremonies ABC TV 'The Gruen Transfer' regular, Dan Gregory and other inspiring speakers at the event, held on 04-6 Mar.

Writing workshops

TRAVEL insurer World Nomads is offering \$100 off places on the next workshop in Sydney by award-winning travel writer Rob McFarland on 12 Mar.

The offer applies to the online version of the course for all bookings before 28 Feb.

The course runs from 10am to 5pm and will be held at World Nomads HQ at George St, Sydney.

See www.robmcfarland.org.

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Bunnik lends a helping hand



BUNNIK Tours pitched in to put together prosthetic hands for the Helping Hands Program in Sri Lanka last week.

Each hand was assembled from a bag of parts by a group of two or three and the team then decorated each case for the assembled hands.

A photo taken of each group with their finished product will

be included in the case so the recipients can see a picture of the people who made their hand.

The South Australia-based small group specialist has been working with the local community for several years now.

Bunnik have successfully brought electricity and running water to a local school they visit on tour and fulfilled the teacher's wish of buying some musical instruments for the children.

The group are **pictured** assembling the prosthetics.

WA wines on CZ

TWO Margaret River wines have been selected as premium on board beverages for all China Southern Airlines' return direct flights between China and Australia/New Zealand, including the Perth-Guangzhou direct path.

Fermoy Estate Classic White and Vasse Felix Sauvignon Blanc Semillon are the first WA wines to be offered by the carrier in-flight and will be served from Apr.



Agency & Customer Support Officer – SYDNEY

Malaysia Airlines Sales Division requires the services of an experienced Agency & Customer Support Officer. Primary Responsibilities include: assist Travel Agents with inquiries and support, distribute fare bulletins, preparation of statistical reports, coordination of promotional events, develop and coordinate our marketing plan, coordinate and work with our PR Agency, conduct post sales follow ups, coordinate familiarisations and complete pricing templates.

Sales Representative – SYDNEY

Malaysia Airlines State Sales Division requires the services of an experienced Sales Representative. Primary responsibilities include: conducting sales calls to all assigned accounts, establish growth plans for individual accounts and monitor revenue performance, be responsible for the development of corporate/incentive traffic and group movements, monitor and manage market share for key accounts and conduct monthly performance reviews with key accounts.

Please email your application to the HR & Administration Manager sydh@malaysiaairlines.com applications close 25 February 2016.

SYD full-year results

SYDNEY Airport saw strong growth across all businesses in 2015 with group revenue increasing 5.6%.

The airport attributed the rise to a 4.3% jump in international passengers and a \$339 million capital investment program driving yield expansion.

"It's been a very successful 2015. Our business strategy remains on track, and we're well positioned to continue to deliver EBITDA and cash flow growth well above passenger growth," said Sydney Airport managing director and chief exec Kerrie Mather.

Passenger numbers overall were up 3%, with the hike derived from Asian destinations as well as from the USA.

Chinese nationals spiked 17.8% to claim the spot as second biggest market, behind Aussies.

Meanwhile, the airport's traffic performance for Jan delivered a pax increase of 7.5%, with int'l and domestic markets growing 9.5% and 6.2% respectively.

Mather said the result was driven by capacity and load factor growth.

Enlighten gets tastier

ENLIGHTEN Noodle Markets in Canberra will return with more space, more food and more stall holders.

Over 25 stalls will set up shop at Reconciliation Place, including new additions for 2016, Black Star Pastry and N2 Extreme Gelato.

"The inaugural Enlighten Night Noodle Markets in 2015 had great demand and to see more stall holders and a larger market place this year shows that the event is heading in the right direction," said director of Events and Arts ACT Adam Stankevicius - see www.enlightencanberra.com.au.

Thursday 18th Feb 2016

Gateway to Crimea

GATEWAY Travel has added an eight-day tour to Crimea, priced at \$1,650 per person for travel in Apr, Nov-27 Dec.

Highlights include wine tasting at Massandra Winery, a visit to Bakhchisarai and an excursion to "Tsar's Crimea".

Book and pay by the end of Mar, see www.russian-gateway.com.au.



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Hilton into Armenia

HILTON Worldwide has opened the 167-room DoubleTree by Hilton Yerevan City Centre - the group's maiden property in Armenia in Western Europe.

APTMS EagleRider accolade



ASIA Pacific Travel Marketing Services (APTMS) managing director, Kylee Kay, took the top prize at the EagleRider 2016 conference last week, bringing home the "Country Representative of the Year" award for "outstanding growth".

Pictured is Kylee Kay (second from right) receiving the award.

Garuda Airbus MoP

GARUDA Indonesia has penned a Memorandum of Partnership with Airbus, further expanding their longstanding relationship to include aspects such as the revitalisation of Airbus fleet.

Accomable in Aus

A GLOBAL platform targeted to searching for specially adapted hotels and holiday rentals to accommodate the elderly and disabled has launched in Australia.

Dubbed Accomable, 12 adapted properties have already been added to its books in NSW, Qld, Vic, and Tas; with the company revealing plans to expand its offering to more than 500 by the end of the year.

Accomable is already available in 34 other countries, partnering with online community Have Wheelchair Will Travel (HWWT) to expand its presence in Aus.



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

Q14. I am a 26 day package sold by BENTOURS. I travel through Norway, Finland and Russia. I feature a Hurtigruten cruise. What is my name?

Ocean Resort agt rate

OCEAN Resort Group has announced a new industry rate for Australian travel agents to take advantage.

Special rates start from AU\$85 per night for a room at the family-friendly Sunwing Resort Kamala Beach and Sunwing Resort & Spa Bangtao - to make a booking, email sales@ctmarketing.com.au.

Tigerair Cloud move

BRAND new CloudStore by Arconics wireless in-flight entertainment platforms will be added to Tigerair Australia's short-haul services to Bali which launch next month.

The new offering will feature a selection of free and paid content for passengers on the ex Virgin Australia 737-800 fleet of planes.

Corporate Travel Consultant

We are looking for a vibrant, outgoing consultant with 2-3 years experience looking to join a growing boutique team located in Sydney's CBD, close to Town Hall Station.

You need to have experience in corporate travel and a passion for delivering excellent service on a day to day basis. Sabre and Tramada Next Gen are preferred but not essential. Attractive salary for the right person.

If you think outside the box when working with clients, then we would love to hear from you.

Send through your resume to Georgina Byrt at georgina@sanfordtravel.com.au or call 02 8268 2777.



China Airlines (CI) Christchurch Last-Minute Deals



All-inclusive one way fares starting from AUD \$209 return from AUD \$360

Departing from both Sydney (Tue/Fri/Sun) and Melbourne (Mon/Wed/Sat).

Seasonal service ending on 27 March 2016; service resumes this summer!

02-83399188 ■ 1300668052

<http://www.china-airlines.com/au/index.htm>



Travel Daily is Australia's leading travel industry publication.

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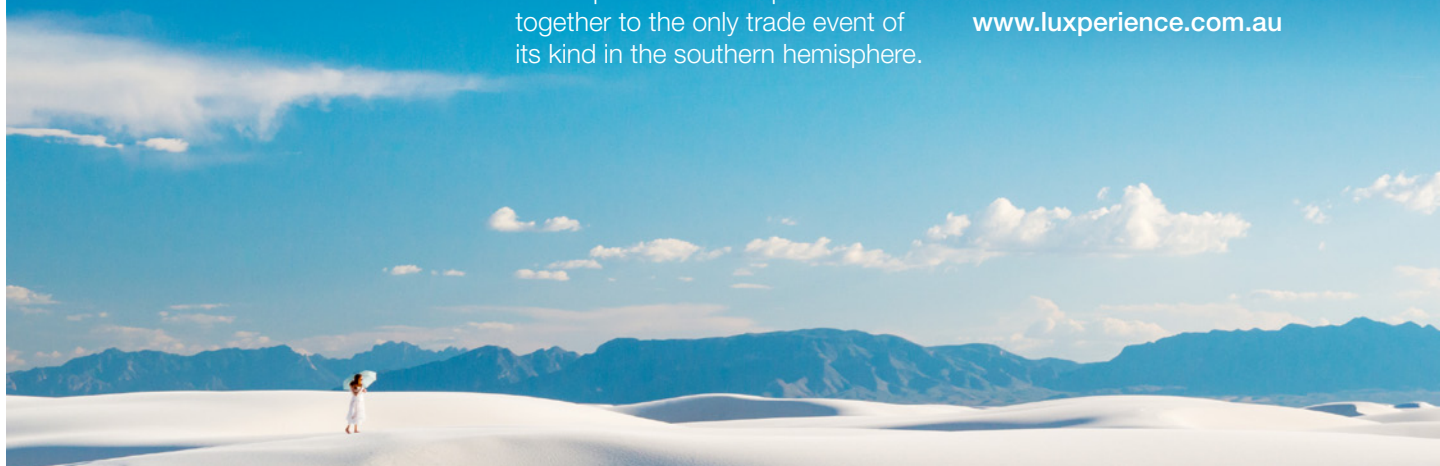
WELCOME TO THE NEW LUXURY UPDATE IN TRAVEL DAILY FOR 2016.

THE luxury travel sector is booming – over the past five years it has grown at twice the rate of other types of travel, according to World Travel Monitor. At the same time, the traditional definition of luxury travel has been evolving. Exclusivity can now be seen in terms of a priceless experience, rather than being measured by threadcount or carats. On top of that, personalisation and customisation are key – take a look at why travel providers could learn from Aston Martin [here](#).

High-end experiential travel is at the forefront of this luxury revolution. The modern traveller is looking to go deeper into a destination, to connect with people, to have one-of-a-kind experiences that are not available to anyone else – all while staying in the finest accommodation, dining on innovative local cuisine and being guided by the best service.

Since its inception Luxperience has worked to bring these high-end experiential travel providers together to the only trade event of its kind in the southern hemisphere.

Together with our luxury community we explore the latest in travel trends from the rise of wellness travel to the power of big data and the shifting demographics of the high end travel market. In 2016 Luxperience will celebrate its fifth anniversary with a bigger and more enhanced event which will include new global exhibitors and specialist buyers who have accepted an exclusive invitation to attend. Details of participation at Luxperience 2016 are available at www.luxperience.com.au



REWARDING EXCELLENCE

Everyone's a winner with the Luxperience Awards

Recognising the best of the best in the high end experiential travel industry the Luxperience Awards set standards for inspiration, innovation and overall quality, as well as embodying the key Luxperience ideologies of inspiring, meaningful connections. Studies have shown that awards are a positive way to improve company performance, promote your work and raise morale. Industry accolades are about much more than a certificate to hang on the wall.

The inaugural Luxperience Awards in 2015 were a huge success and we will be expanding the program this year so we can accept entries from an even wider range of candidates. Entries will be opening soon via www.luxperience.com.au

TRENDING NOW

A new luxury hotspot for 2016

The results are in and Sri Lanka has come out on top as one of the hottest new destinations for Australian travellers in 2016. From off-the-beaten-track backpacker haven, this nation of islands is quickly emerging as the place for adventurous, experiential travellers looking for great value for money and the highest of standards. The latest plush property to open its doors is Chena Huts from **Uga Escapes**, set in the protected jungle of Sri Lanka's deep south bordering the Indian Ocean. The safari camp style resort comprises just 14 eco-chic cabins with a beachfront restaurant, swimming pool, electric buggies for guest transport, spa and (remarkably) even Wi-Fi. It's a great example of the new breed of rustic luxe – absolute exclusivity, seclusion and top quality service, with a world of nature and adventure on the doorstep.

DATES FOR YOUR CALENDAR

29 Feb 2016 | Luxperience Awards submissions open

9 Mar 2016 | Luxperience Corporate Pop Up | Melbourne

5 Apr 2016 | Luxperience Corporate Pop Up | Brisbane

3 Jun 2016 | Luxperience Corporate Pop Up | Sydney





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****NEW ROLE** THE THRILL OF THE KILL**
CORPORATE TRAVEL – SALES MANAGER
SYDNEY – \$90k PLUS PLUS

Are you working in a sales role but on a low base? Want to have security of a high base salary plus a very strong commission structure? If you consider yourself a consummate professional in Sales preferably with TMC sales, we have a prestigious new role available now with one of the most dynamic TMCs in the business. Targeting the SME space, you must be driven by winning new business and achieving targets. OTE Over \$100k in first year.

HIT THE ROAD WITH A LEADING BRAND
SALES EXECUTIVE - CRUISING
SYDNEY - SALARY PACKAGE \$70K ++

Our client is searching for a Sales Executive who is passionate about cruising along with the ability to source and secure new business. You will have a real drive, passion and understanding of the cruising market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm.

CORPORATE SALES MANAGEMENT
TEAM LEADER – BUSINESS TEAM
SYDNEY – SALARY PACKAGE \$120K + BONUS

This global travel industry supplier is looking for a talented corporate sales manager to lead a team, selling their direct product to the end user within the corporate space. Working alongside their consortia partners, your role will be to design and implement sales strategies and engage directly with corporates to sign preferred deals. Essentially you will have strong corporate business travel contacts and have led a sales team. Want to know more? Call us now.

YOUR NEXT CHALLENGE AWAITS
HEAD OF LEISURE

MELBOURNE – SALARY PACKAGE TO \$80K (DOE) + \$\$ INC.

This corporate travel company is seeking a competent leisure travel supervisor with a proven track record managing a team of senior leisure consultants. Working with this professional leisure team, you will be responsible for developing & driving the team to achieve results & maintain service levels, whilst remaining hands on consulting by appt only. Experience in a luxury high end leisure travel environment & solid management experience is essential.

CORPORATE TRAVEL FOCUS

IMPLEMENTATION & PROJECT MANAGER
MELBOURNE - SALARY PACKAGE TO \$75K+

Working in the online support and training team, you will be a vital part of the development of the online booking tool for this Global Travel Management Company.

Your role will include client presentations and training, together with testing and trouble shooting.

You will create training manuals and online policies and be responsible for investigating issues. Put your career in top spot and join this winning TMC today.

LUXURY CRUISE

SALES MANAGER (VIC, SA & TAS)
MELBOURNE – SALARY PKG \$85K + CAR ALLOW + COMMS

Looking after the VIC/SA & TAS market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Representing a premium product, impeccable presentation skills together solid experience as a Sales Manager in the Melbourne market is essential. With an inner city office to base yourself, you will be thrilled with the benefits on offer here.

STATE LEADERSHIP

CORPORATE TRAVEL STATE SALES LEADER
BRISBANE– SALARY PACKAGE \$110K- \$130K OTE

We currently have the opportunity for a sales driven and motivating leader to join this dynamic travel management company. Leading and motivating a team of corporate BDM team leaders you'll utilise your industry expertise and commercial acumen to win new business whilst developing and mentoring staff members to grow a successful QLD sales team. You'll be rewarded with a top salary + generous KPI bonuses and further career development opportunities.

MANAGE MARKETING

MARKETING MANAGER
GOLD COAST – PKG \$75 - \$85K

We are looking for an experienced marketing executive to join this great team. Leading a small team your duties will include managing end to end marketing campaigns across all channels from strategy to implementation & measurement of results, working on strategy & branding following strict procedures. Experience in a similar role a essential plus excellent communication, presentation & leadership skills. Strong salary on offer for the right person.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aaappointments.com.au

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