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Travel Daily

First with the news

Friday 19th February 2016

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CI expanding Sydney

CHINA Airlines will add a fifth weekly frequency on its flights from Sydney to Taiwan during the peak season from 06 Jul-28 Oct.

According to GDS screens the Skyteam member's extra A330-300 service will operate under flight number CI059/060.

QF group webinars

QANTAS Group Travel will host two online webinars next week, highlighting different ways for travel agents to manage group travel bookings.

The 20 minute sessions take place at 10.30am AEDT on Mon 22 Feb and 11.30am on Tue 23 Feb, with the webinars to cover topics including Post Ticketing Date and Flight Changes, Post Ticketing Name Changes, Multiple Changes, and Payment & Ticket Reissue.

Consultants wanting to participate can register online now via qantas.com/agents.

Mantra profit jumps 11%

MANTRA Group this morning reported its results for the six months to 31 Dec, with the hospitality group seeing revenue jump more than 21% to \$307m.

The increased business trickled through to the company's bottom line, which showed a group profit of \$24.3 million, up 11.4% on the previous corresponding period.

During the six month period Mantra acquired nine new properties, with ceo Bob East saying the increased revenue was primarily due to these additions which were principally in Mantra's Resorts segment.

Mantra purchased the Outrigger portfolio in Jul 2015 and added Mantra on View, Peppers Noosa and Mantra Twin Towns.

Overall occupancy was 79.9%, ahead of last year's 78.1% and the average rate was \$171.14, up about 3.6% year-on-year.

In the CBD segment Mantra's revenue rose 15.4% to \$157.4

million, with three additional properties including BreakFree on Collins, Peppers Waymouth Hotel and Mantra on Mary.

The company's Board has declared a fully franked 5c per share interim dividend.

An investor presentation revealed a continuation of strong Chinese inbound trends, while the company is now forecasting a full year net profit after tax of \$41.5m-\$43m.

Mantra Group will also continue to assess suitable acquisition properties, both domestically and abroad, the presentation added.

Seven new properties are scheduled to be added to the portfolio in the next 18 months.

Today's issue of TD

Travel Daily today has nine pages of news and photos, plus a full page from: ([click](#))

- Travel Trade Recruitment

Serko Xero deal

ONLINE travel technology provider Serko Limited has announced a new agreement with cloud-based accounting software firm Xero.

Under the terms of the deal Serko's new SME-focused online booking service serko.travel will connect to Xero's customer base of more than 425,000 subscribers across Australia and New Zealand.

"Historically Serko has targeted the large business market, however we've developed the technology over the last year to allow it to be used by smaller businesses who have a similar set of challenges to corporates, but far fewer resources," said Serko ceo Darrin Grafton.

"By engaging with Xero's large customer base and ecosystem of accountants and bookkeepers, we believe we can improve a multi-billion dollar market," he said.

The new service, which is currently under test, is expected to launch by the middle of 2016.

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8th QF A330 flying

QANTAS is now over halfway through its A330 refurbishment program, with the eighth reconfigured international A330 flying and a total of 17 refurbished A330s across the QF domestic and international fleets.

Cover-More FC renewal

FLIGHT Centre has extended its agreement with Cover-More Travel Insurance, with the pact now valid through until 2024.

That was one of the highlights of Cover-More's half year results announcement today, which also confirmed the company's 16.4% drop in earnings (**TD Tue**).

CEO Peter Edwards said the result was achieved mainly by an increase in premiums paid to Cover-More's underwriting partner in Australia in relation to claims costs.

"The business also experienced one-off costs and invested to support our growth aspirations globally," Edwards said.

He said Cover-More was continuing to work with its underwriter to limit the volatility experienced though its current premium model, with a change to resolve the issue expected within the next six months.

Insurance revenue was up 8.3% overall, with Australian sales 7.1% higher despite "an environment of lower outbound travel growth".

As well as the Flight Centre renewal other major customer milestones included the addition of P&O Cruises, Travelex, Topdeck Travel and Westpac NZ - Cover-More's first banking partner.

Edwards said Flight Centre was one of Cover-More's most valued partners, with the extension to 2024 reached three years ahead of the end of the existing term.

He said this was "testament to the strength of a relationship built on a unique aligned economic interest model."

"We have extended the scope of the arrangement to envisage greater participation across our combined global footprint and deeper customer touch points".

Edwards said both Cover-More and Flight Centre expect data to play a key role in shaping unique experiences for international and domestic travellers.

In the coming months Cover-More will expand its global footprint with its entry into the US market expected in Apr through distribution via key Flight Centre brands.

Air NZ traffic up 6.3%

AIR New Zealand this morning revealed its passenger figures for Jan 2016, with the airline carrying 1.139 million people, up 6.3% on the figure for Jan 2015.

Short haul passenger numbers rose 5.1% and Air NZ's domestic load factor was 81.3%.

Capacity on Tasman/Pacific routes increased 6% with demand up 0.9% meaning the load factor dropped 4.2 points to 82.8%.

And the introduction of new long haul routes to Buenos Aires and Houston saw passenger numbers up 13.5%.

NZ's long haul load factor for Jan was down 1.1 points on Jan 2015.

Novotel Samui opens

ACCORHOTELS has opened Novotel Samui Resort Chaweng Beach Kandabur, featuring 183 beachfront and garden rooms, including 20 family rooms.

The hotel is the first Novotel on the island of Samui in Thailand.

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Sydney scores \$62m MICE

BUSINESS Events Sydney (BESydney) has had a strong start to 2016, securing \$62 million of events in direct expenditure for the NSW capital since Jan.

Chief executive officer of BESydney, Lyn Lewis-Smith, described the wins as "proof of the global confidence in Sydney, Australia as a premier business and events destination."

"Just six weeks into the new year, already we have secured more than 18 major international business events, that will bring more than 14,400 delegates who'll spend around 77,900 delegate days in our state," said Lewis-Smith.

"This is a phenomenal achievement."

So far, BESydney has inked deals with four major association events worth \$24 million, including the IEEE Panel of Conference Organizers 2017

and the International Congress on Insurance: Mathematics and Economics 2018.

BESydney has also tapped into the lucrative Asia market, securing 14 Asian incentive events that will bring over 8,150 people to Sydney, delivering an expected \$38 million in direct expenditure to the local economy.

"Our proximity to Asia, iconic destination appeal, and excellent range of entertainment and leisure activities make Sydney a proven destination for these groups," commented Lewis-Smith.

"The trade and investment relationships developed by all stakeholders across the city from government, business and industry are also key to attracting the Asian market."

"Sydney today is invigorated, interconnected and inspiring," she concluded.

QF tops satisfaction

QANTAS has taken out two of three awards in the travel and tourism category at Roy Morgan's annual Customer Satisfaction Awards.

QF was awarded Domestic Airline of the Year and Domestic Business Airline of the Year.

Singapore Airlines snapped up the award for International Airline of the Year.

SQ's regional vice president Tan Tiow Kor said it was incredibly humbling to receive the award for a fourth straight year.

"We take great pride in the lengths we go to, to ensure we consistently maintain the highest quality of service," Tan said.

Emirates held on to the silver position throughout the year despite Air New Zealand making solid gains in the second half.

The awards are based on 12 months of data from Roy Morgan's Consumer Single Source Survey.



Window Seat

A FEMALE traveller at London's Stansted Airport who was on her way to an interview in Barcelona, was left in her knickers after whipping off her skirt in protest of slow security procedures.

The 29-year-old was arrested and pleaded guilty for disorderly behaviour and criminal damage, with her prosecutor explaining to the court she was running late for a flight and became "frustrated of the situation" as she was held up.

She added "she refused to be searched, became heated, got agitated and removed her skirt, standing in her tights".

The court heard she was held in a cell for 12 hours, and whilst detained ripped up a police code of conduct handbook.



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Dockside heats up for IMM



THE largest ever International Media Marketplace in Australia is being held in Sydney today, bringing together 180 travel companies from around the globe to meet face to face with travel media to pitch story ideas.

Organised by TravMedia, the event is being held at Dockside in Darling Harbour (**pictured**) and enables tourism businesses to discuss product or destinations over 15 minute speed date type interviews with journalists.

TravMedia owner Nick Wayland

told **Travel Daily** this morning the event had received strong support, with travel companies from the USA, Canada, Asia and the Gulf in attendance.

The bulk of partners (56%) are from the United States, with many still in town following the recent Visit USA roadshow with travel agents & wholesalers.

Tourism boards, such as Brand USA and Destination Canada, hotel groups and airlines are also out in force.

More on **page eight**.

Xiamen USA plans

SKYTEAM Chinese carrier Xiamen Airlines yesterday sought clearance to commence flights to the USA starting this year.

The airline told the US Dept of Transportation it plans to begin thrice weekly services between Shenzhen and Seattle from Sep using a mix of Boeing 787-8 & 787-9 *Dreamliner* aircraft.

MF also revealed it would begin thrice weekly flights between Fuzhou and New York JFK from Jan using 787-9 *Dreamliner* aircraft, bumping up capacity to daily by Jun next year.

Xiamen Airlines also confirmed it hoped to introduce flights to Vancouver by the end of Jul, serviced from its Xiamen hub.

Meliá reps in Aus

MELIÁ Hotels International has appointed LMC Marketing as its overseas representative office in Australia, effective Jan 2016.

Tour strategy meeting

WAYS in which the tourism industry can continue to grow will be top of the agenda for the 68th Tourism Ministers' Meeting in Perth today.

Chaired by Tourism Minister Richard Colbeck, topics will include the importance of regional tourism, visa & aviation access, building the tourism workforce and its skill levels, as well as building Australia's Indigenous tourism capacity.

Airbnb and Uber won't go without mention, with the shared economy also on the agenda.

"The tourism industry is thriving but there is no room for complacency - realising our full potential will require challenging reforms and collaboration across all levels of govt," Colbeck said.

Australia is on track to achieving its 2020 target for overnight expenditure of between AUD\$115b and \$140b, reaching AUD\$88.8b in 2014/15.

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EVT records profit

EVENT Hospitality & Entertainment Limited (EVT) has doubled its net profit for the half year to 31 Dec when compared to the same period in 2014.

The company - which operates hotels and resorts under the Rydges, QT and Atura brands - recorded a \$76.8m profit, up an extra \$25.6m on the year earlier.

EVT md David Seargeant said it was "an exceptional result driven in large part by cinema exhibition circuits and the very strong film line up lead by *Star Wars: The Force Awakens*."

The hotels and resorts business made a strong contribution to earnings, fuelled by EVT's new QT and Atura branded hotels.

Hotel occupancy increased by 2.9 percentage points with the average room rate up by 4.1% to \$167 per night.

EVT also owns Thredbo Alpine Resort which the firm said produced strong results for the company during H1 FY16 with good snow conditions promoting visitors for the entire season.

IE leases QF aircraft

SOLOMON Airlines will be leasing a Boeing 737-800 aircraft from codeshare partner Qantas while its Airbus A320 undergoes maintenance in Singapore.

The jet will operate IE's Brisbane-Honiara route in addition to IE's regular weekend Nadi flight.

The plane will overnight in Fiji on Sat and return via Honiara to Bris each Sun.

Solomon Airlines has taken out the QF lease due to an onboard mechanical issue which occurred last weekend (**TD Tue**).

It's flagship Airbus is predicted to be out of service until the third week of Apr resulting in the suspension of Syd and Port Vila services until 25 Apr.

"We thank Qantas for its ongoing support and assistance helping us to maintain the core of our Australian and Fiji schedule," Solomon Airlines gm operations & commercial, Gus Kraus said.

Pan Pac Rugby pact

PAN Pacific Singapore has been announced as the Official Hotel of the HSBC World Rugby Singapore Sevens, which will kick off on 15 Apr at the Yio Chu Kang Stadium.

In addition to hosting teams, Pan Pac Singapore will give ticket holders savings on beverages.

Starwood 2015 results

STARWOOD Hotels & Resorts Worldwide has reported a full year income from continuing operations for 2015 of US\$489m, down from US\$643m in 2014.

The adjusted EBITDA dropped to US\$1.197 billion for the year, from \$1.238b in 2014.

Hotel sales were blamed for the income slow-down in a year which saw the company open a record number of hotels.

Asia Pacific brought in 5% of the company's total earnings for the 12 months ending 31 Dec.

Top beaches revealed

TRAVEL planning and booking site, TripAdvisor, has unveiled winners for its Travellers' Choice awards for beaches.

The top 10 Aussie beaches recognised were Whitehaven, Whitsunday Island; Manly Beach, Sydney; Surfer's Paradise, Gold Coast; Turquoise Bay, Exmouth; Shelly Beach, Sydney; Mooloolaba, Queensland; Burleigh Heads, Gold Coast; Cable Beach, Broome; Noosa Main, Qld and Four Mile, Port Douglas.

TripAdvisor honoured 343 other beaches from around the world, which were determined by user reviews and ratings.

CLICK HERE for the full list.

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Quest Chermside debut



QUEST Apartment Hotels officially opened the Quest Chermside on Playfield last night - taking the hotelier's property tally to 17 in the state of Queensland.

The new property comprises 78 apartments which are a mix of studios and one- and two-bedroom configurations.

"We are thrilled to officially open Quest Chermside on Playfield; complementing our

New Nabisa Day Spa

IN CELEBRATION of White Grass Ocean Resort's new Nabisa Day Spa in Vanuatu, for treatments in Feb have been discounted by 50%, call +67830010 to book.

IATA Thai concern

THE government of Thailand has copped it from IATA, who is calling for safety, capacity and cost issues to be addressed urgently in order to keep the country's aviation sector competitive.

The authority wants an IATA Operational Safety Audit (IOSA) to be made a requirement for all Thai-registered airlines.

There are concerns over "soft spots" on the tarmac, taxiways and apron area of BKK, and the airport is operating above the capacity the terminal is designed for, with demand growing 10% annually.

IATA is also pushing for Thailand to improve cost competitiveness in transport & tourism, which lags behind many of its competitors.

Club Med comp

VISIT Club Med at the Asia-Pacific Incentives & Meetings Expo (AIME) next week and be in the chance to win a snow trip in the French Alps.

The campaign launch is a nod to its Rent a Resort Concept.

To enter, AIME attendees must grab a 'keys to Club Med resorts' entry from the Club Med stand and share with the team their dream event, if they could rent a Club Med resort.

The winner will be gifted an all inclusive trip to the French Alps flying Air France.

Entry forms can also be found online at meetings-events-clubmed.com.au.

Anantara into Oman

ANANTARA Hotels and Resorts has revealed it will open Anantara Salalah-Al Baleed Resort in Oman in Aug.

The resort will feature 136 rooms and studios, one-, two- & three-bedroom pool villas will be located between a natural lagoon and the beach, 10 km from the city centre.

The bespoke hotel group is also planning to open a second Oman property - the 115 villa Anantara Al Jabal Akhdar Resort - mid-year.

AIME Welcome locale

THE Melbourne Convention Bureau has announced 400 City Road Melbourne, as the "secret location" for the Asia-Pacific Meetings Expo (AIME) Welcome Event that it has kept hushed for months.

Located within five minutes of the CBD, the new location is set within an undiscovered warehouse location and guests will be among the first to experience the venue.

To buy tickets for the event visit www.aime.com.au.

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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.

Royal Caribbean International is offering a 24-night trip departing Sydney on 23 Apr from \$2,999 for the first person and \$1,499.50 for the second, including up to \$500 onboard credit and half price deposits. Offer expires the end of Feb.

Savings of up to \$500 per couple are available on **AAT King's** 10-day Tastes of Southern Australia, on 23 Feb, 15 & 29 Mar, 12 Apr and 10 May departures - to book, call 1300 228 546.

Castaway Island is offering an all-inclusive meals package for \$130 per adult and \$65 for children for guests staying five-nights or more. Valid for stays from 28 May-20 Jun and 01 Aug-31 Aug booked by 31 Mar.

Chimu Adventures is offering up to 35% off family cruise departures in Mar and Apr for Galapagos cruises, book by 29 Feb. The lead-in price for a four-day Seaman Journey costs from \$2,450pp - call 1300 211 805.

Solo travellers can take advantage of a low single supplement on **Hurtigruten's** nine-day 'Circumnavigating the realm of the polar bear' voyages departing in Jul and Aug. Prices start at \$11,140, book by 29 Feb.

FEF lauds ministry

THE Future Economy Forum (FEF), of which the Tourism and Transport Forum is a founding member, has welcomed the appointment of a new ministry.

In a statement, the FEF has declared the appointment of Steven Ciobo on his promotion to Minister for Trade & Investment, saying the ministry "strikes the right balance between experience and the cultivation of new talent and ideas that will be crucial to the future economic success and prosperity of Australia."

Minor Ubud Resort

THE Minor Hotel Group will open a second Anantara resort in Bali, with Anantara Ubud Bali scheduled to open in 2019.

The 70-key newbuild will include suites and pool villas, several restaurants, a bar and pool lounge, meeting facilities, a gym and a spa.

Scenic on Weekend

SCENIC will feature on *Weekend Today* for the next four weeks, broadcasting the highlights of David Whitehill's recent river cruise on board *Scenic Diamond* in Bordeaux, France.

Whitehill visited the towns of Saint-Émilion, Blaye, Bourg and Arcachon, as well as Bordeaux.

Weekend Today airs on Sat at 9:50am (AEST).

HRA signs Dorsett

HOTEL Representation Australia has signed a deal to market Asian hotel group, Dorsett Hospitality International in the Australian and New Zealand region.

Dorsett Hospitality Int'l currently operates 27 properties spread between Hong Kong, China, Singapore, Malaysia and the UK.

The company operates under three brands: Dorsett Hotels & Resort, Silka Hotels and the d. Collection.



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ROYAL Caribbean's *Ovation of the Seas* is one step closer to completion, emerging from dry dock in Meyer Werft shipyard in Papenburg, Germany and taking float for the first time.

The Royal Caribbean International newbuild is the third largest cruise ship in the

world to date and the biggest and most advanced ship to call Australian waters home.

The milestone marks the ship's final stages of construction meaning it is less than two months to completion and 10 months until her Aussie debut.

It comes after 18 months in construction.

"This is a significant day for both Royal Caribbean & for Australia, as we celebrate the birth of our new \$1 billion baby purpose-built for the Asia-Pacific region," regional commercial director, Royal Caribbean Adam Armstrong said.

Ovation of the Seas will sail from Southampton in Apr before arriving Beijing in Jun for her inaugural China season.

105m Florida visitors

FLORIDA has hit 105 million visitors for 2015 in another record smashing year, according to the state's tourism bureau, Visit Florida.

In 2015 the number of tourists exceeded the 2014 figure of 98.5 million, which was also a record.

This marks a 6.6% increase and the fifth consecutive year of record visitation.

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It's time hotel bookings got smarter



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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
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- » Why it's more difficult than ever to meet traveller expectations.
- » The competitive advantage of making all hotel bookings via a GDS

In the face of a more fragmented market, what emerges is an untapped opportunity. There's a strong desire to improve productivity, remain competitive, and to personalise and enhance the traveller experience. As a result, travel agencies are turning to a single, integrated platform as the best way to achieve all of this.

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Richard Morgan, regional director, Sabre Travel Network, South Pacific.



Flights cut to Douala

KENYA Airways will cut flights to Douala, Cameroon between 01 & 21 Mar due to the closure of the international airport for repairs.

Pax travelling in the affected period will be redirected to either Yaoundé or Bangui.

Elizabeth Quay boom

WESTERN Australia's Premier Colin Barnett said Perth is buzzing, with new precinct Elizabeth Quay drawing over 800,000 visitors in its first three weeks.

Due to its popularity, evening Transperth ferry services have been expanded to operate every 15 minutes.

APT Tas tours up 25%

LUXURY touring specialists, APT will increase its tour offerings in Tasmania by 25% due to heightened demand.

"Tasmania is a destination that's in demand right now...we've had a strong sales season and interest just keeps on growing," commented APT executive general manager, global sales and marketing, Debra Fox.

"So to help our industry partners, we've responded by increasing our touring accordingly."

The new APT Tasmania Luxury Escorted Land Journeys 2016/17 brochure has been released today.

APT's new program also offers an exclusive stay at Strahan Village - visit [aptouring.com.au](#).

Tonga cyclone advice

SMARTTRAVELLER advises Tonga is still affected by Tropical Cyclone Winston and Aussies visitors are advised to monitor media & follow advice of local authorities.

IMM pulls the bigs Brands



Qatar expands Africa

QATAR Airways has entered a new code share agreement with Comair (a franchise of British Airways based in South Africa) which will see three new African destinations added as well as providing extra flight options for Cape Town and Durbin.

The codeshare is effective as of 23 Feb from with QR placing its code on flights operated by MN from Johannesburg to Cape Town, Durban, Harare, Victoria Falls and Port Elizabeth while QR will place its code on flights operated by Comair from Cape Town to Durban and Port Elizabeth.

Pictured at IMM this morning (see pg 4) from left are Bridgett Krider, Brand USA; Nick Wayland, TravMedia; Camilla Clark, Brand USA; Dominika Dryjski, TravMedia, Tommy Woods, The State of Texas and Anne Madison, Brand USA.



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The ideal candidate will have a minimum 2 years experience in a similar role, a keen eye for attention to detail and a can do attitude!

One role will be based in Melbourne and one in Sydney.

This could be your dream role; don't wait apply now
[au.recruitment@atpi.com](#)



Win a Hurigruten cruise

This month, **Travel Daily**, BENTOURS and Hurigruten are giving away a 12 day Hurigruten '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



Q15. Which Hurigruten ship uses the abbreviation 'T.F.'?

AW road show rego

ADVENTURE World is inviting travel agents and industry partners to attend its 'Our World Your Way' 2016 Roadshow this Mar and Apr.

Partners in attendance include Abu Dhabi Tourism, South African Airways, Trek America and Star Clippers, who will deliver product updates and destination talks.

Registration is free, **CLICK HERE**.

Semara Easter deals

LUXURY Bali resort Semara Uluwatu has unveiled a range of Easter savings for couples and larger groups.

Deals include a spacious suite for US\$475 per room per night on a minimum one night stay.

For families and large groups, two-, three-, four-bedroom villas have been reduced 50%, for stays up to 31 May.

National Folk Festival

ARTISTS and audiences from around the world will gather in Canberra's Exhibition Park this Easter long weekend, for the 50th annual National Folk Festival.

More than 23 international artists and 40 local acts will perform over the five days.

Visit folkfestival.org.au.

IHG Planet Trekkers

INTERCONTINENTAL Hotels Group (IHG) has unveiled a new app designed for children to learn and explore their travel destinations.

Dubbed Planet Trekkers, the mobile app is targeted at children ages 6-12 and has been fashioned as a treasure-hunt style game and encourages kids to take part in local adventures and taste native dishes during their hotel stay.

It can be downloaded from the App Store.

Hard Rock Brazil

HARD Rock International is expanding its portfolio, announcing yesterday three new projects in Brazil - the brand's first projects in both the country & South America.

New properties include the 400-room Hard Rock Brasilia, 303-room Hard Rock Hotel Caldas Novas, and 175-room Hard Rock Hotel Itapema.

The first property is slated to open next year and will help meet the country's growing demand for upscale accommodation.

Friday 19th Feb 2016

US-Japan accord

DELEGATES representing the United States and Japan have successfully negotiated an amendment on their open skies agreement, which will allow for daytime flights between the two nations' carriers for the first time since 1978.

The new pact will see new landing and take-off slots added to Tokyo's bustling Haneda Airport for routes to the US.

Currently slots between the two cities have been restricted to night time hours, however the proposed amendments will transfer four of those slots (four arrivals, four departures) to daytime hours.

New changes could take effect as early as the US fall season.

For more information on the agreement, **CLICK HERE**.

Traveltek G Adv tie-up

ONLINE cruise technology specialist Traveltek is introducing several new suppliers this month, including G Adventures to its booking platform.

OTAs can now offer dynamic packaging of G Adventures riverboat cruise products with their own preferred flights, hotels and ancillary services.

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.



corporate > events > leisure > perks

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>



CHINA AIRLINES

The Leading Airline from Taiwan

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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Working in partnership with the Australian Travel Industry

Ski Wholesaler Travel Consultant

Brisbane, Competitive Salary + Comms, Ref: 1864KH2

Calling all ski and snowboard enthusiasts! Are you a seasoned ski and/or snowboarder and eager to share your knowledge of the best slopes and resorts? If you are interested in developing your current skills further in this booming niche market, then this could be your dream position! You will need experience in the travel industry, a proven sales record and a commitment to providing a level of customer service that is second-to-none. Progress your career! We are interviewing now!

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

Luxury Cruise Sales Consultant

Sydney, \$45k + Uncapped Commission, Ref: 1866PE7

My client is a leader in the cruise industry with a defining name to uphold. They are seeking a highly experienced sales professional to join their award winning brand. To be considered for this position you will be an outgoing, enthusiastic individual with strong sales skills. You will have a love of sales with a track record for consistently delivering outstanding results. These opportunities do not come up very often; Interviews happening now! Please contact us now if this sound likes you.

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

Corporate Travel Project & Implementation Manager

Melbourne, Competitive Salary Package, Ref: 2168KF1

Are you an experienced Implementation Manager within the corporate travel space on the lookout for a new and rewarding challenge? Do you have experience optimising technology products? My client has an opening for an experienced project and implementation manager to join their successful team! The successful candidate will be assisting new and existing business and be a savvy individual who has the ability to identify and provide market leading experience in travel implementation!

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

Experienced Travel Consultant

Adelaide, Competitive Salary + 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.

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 for their corporate division. My client is seeking candidates with leadership qualities and also candidates that has 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 customers 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.

Retail Travel Consultant

Central Coast, \$D.O.E + Bonus, Ref: 2020MBA0

Don't miss this rare opportunity to work closer to home and escape the daily commute and have the added option of driving to work. We are looking for an experienced Senior Travel Consultant who is looking to step up. Work for a well-established local travel company with a great local following. Enjoy a new role where no two days will be the same with a mix of face to face and over the phone consulting with repeat and new business within this close knit team. Excellent benefits on offer.

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

Wholesale Travel Consultant

Melbourne, Generous Salary + Travel Incentives, Ref: 2157TS3

Are you ready for a new challenge in the industry? If you are a highly motivated, experienced leisure, corporate or wholesale consultant with at least two years of experience - we want you! Apply now for this exciting position with an industry leading wholesale company creating bespoke itineraries for agents. You will be working with a fun and energetic team of like minded individuals and be rewarded with a generous package, travel incentives and opportunities for career progression.

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

Travel Sales Executive

Western Australia, \$60k + Incentives + Vehicle, 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.



Find your ideal travel job at www.TravelTradeJobs.com.au
online... on mobile... in branch