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# Travel Daily

First with the news

Monday 22nd February 2016



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## Macdonald exits HLO

**HELLOWORLD** this morning confirmed chief financial officer and company secretary Jenny Macdonald will be departing the travel company at the end of Apr.

Macdonald's resignation will follow the completion of the implementation of the merger of HLO with the AOT Group.

CEO Andrew Burnes lauded Macdonald, saying "all of the Helloworld network and team have a debt of gratitude to Jenny for not only the outstanding work she as done as cfo but also for stepping into the role of acting ceo in the intervening period following the previous ceo's departure.

Burnes also stressed that her decision to exit Helloworld "to seek other opportunities and challenges is Jenny's and Jenny's alone, and we will always be grateful for her contribution to the business."

A search for a replacement cfo & company secretary has begun.

## Nauru bans Aussies

**VISITOR** visas for entry to the Republic of Nauru for Aussie & Kiwi travellers has been cancelled by the Govt of Nauru since Fri.

The change is a result of "some media representatives dishonestly entering Nauru on false documentation", the govt said in a memo on its website.

Holders of visitor visas should contact the Consulate of Nauru in Brisbane for further information.

## FC boosting BYOjet stake

**FLIGHT** Centre has paid \$700,000 to accelerate its takeover of online travel agency BYOjet, with the move seeing existing shareholder Disruptive Investment Group (DVI) sell its remaining equity in BYOjet's parent company, Professional Performance Systems Pty Ltd.

Flight Centre purchased 70% of BYOjet late last year (TD 21 Dec), with FC md Graham Turner saying the emerging OTA offers "strong potential for growth".

At the time, Disruptive Investment Group retained a 16.4% stake in the business, while BYOjet co-founder and ceo Lenny Padowitz held 13.6%.

However Disruptive will now sell its shareholding, with an ASX release late on Fri afternoon saying "it has been determined that BYOjet's potential will likely be maximised if the full integration of the BYOjet Group into FLT is accelerated".

The statement also says Flight Centre will provide BYOjet with additional capital to "fuel its growth by improving its existing technology, developing its infrastructure and increasing the rate of consumer acquisition

through additional marketing".

Disruptive does not wish to contribute additional funds, and as a result is selling its remaining stake to Flight Centre.

However the deal includes an "equity-like exposure" in which DVI will receive a Future Payment based on a formula linked to BYOjet's net profitability in the 2017-18 financial year.

The Future Payment gives DVI "continued potential upside in the growth of the BYOjet Group," with both DVI and Flight Centre hopeful that this deal will deliver future growth and a strong EBITDA in the 2018 financial year.

## USA/Air NZ mega fam

**BRAND** USA is partnering with Air New Zealand to offer 30 travel agents in Australia and 30 from New Zealand a chance to win a spot on its mega famil to the United States in May.

The incentive will see agents fly on Air NZ's new service between Auckland and Houston and to San Francisco where they will split into six groups and explore America's south and other parts of the country.

Participants will uncover the sights, sounds and tastes of Texas, California, Tennessee, Florida, Louisiana, Massachusetts and Maine, travelling from 19-29 May.

Entry is based on Air NZ tickets sales between today and 11 Apr - see [www.tasteusamegafam.com](http://www.tasteusamegafam.com).

## PX orders 4 737 MAXs

**PAPUA** New Guinea-carrier Air Niugini has placed an order for four Boeing 737-MAX 8's, with the first to be delivered by 2020.

PX said the 737-MAX will enable the airline to develop new markets and boost flight frequencies.

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

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## Footy tipping returns

IT'S that time of year again - **Travel Daily** is inviting the Australian travel industry to enter our 2016 NRL, AFL and Super Rugby footy tipping competitions.

As in previous years the competitions will offer major prizes of flights courtesy of Emirates, while there will also be weekly prizes - such as travel vouchers, cruises, attraction passes and more for the top tippers in each code.

Despite the warm weather the sporting fixtures commence soon - with Super Rugby the first cab off the rank with a kick off this Fri 26 Feb.

The tipping competitions are free to enter and registrations are now open for people working in the Australian travel and tourism industry - for Super Rugby sign up at [rugby.traveldaily.com.au](http://rugby.traveldaily.com.au).

For NRL sign up at [nrl.traveldaily.com.au](http://nrl.traveldaily.com.au); and for AFL sign up at [afl.traveldaily.com.au](http://afl.traveldaily.com.au).

## Excessive levy legislation

CONSUMER advocacy group CHOICE has heralded the passing of legislation which now enables the ACCC to crack down on airlines and ticketing companies charging hefty surcharges 1,000% above the cost of processing credit card payments.

The legislation comes after the Competition and Consumer Amendment (Payment Surcharges) Bill 2015 was passed this morning by the Senate.

A recent analysis of airline surcharges by CHOICE found Qantas was hitting up people a \$7 card surcharge on a cheap flight was 348% higher than it should be while Jetstar's \$8.50 surcharge was up a whopping 1,187%.

"Airlines, ticketing companies and taxis are among the many businesses that have for years punished consumers who pay with credit cards," CHOICE spokesperson Tom Godfrey said.

"Even when faced with an earlier RBA ban, these corporate profiteers ignored the rule and continued to inflict pain on our hip pockets," he added.

Godfrey applauded the decision, saying the Australian Competition and Consumer Commission has "finally been given the power to investigate if a surcharge is fair".

The ACCC also has the power to issue infringement notices of up to \$108,000 for companies that "don't play by the rules".

New laws won't come into force for several months, but CHOICE has called on businesses - naming Qantas and Virgin specifically - "to act in good faith and to end the pain by ditching their dodgy surcharges ahead of the laws taking effect".

"It's time the airlines, ticketing companies and taxis stopped gouging customers," he added.

## Travel Daily

on location in  
Melbourne

Today's issue of TD is coming to you from Melbourne, courtesy of Reed Travel Exhibitions.

"MARVELOUS Melbourne" and its events offering is on show today for as part of the Hosted Buyer and Media program for The Asia-Pacific Incentives and Meetings Expo (AIME).

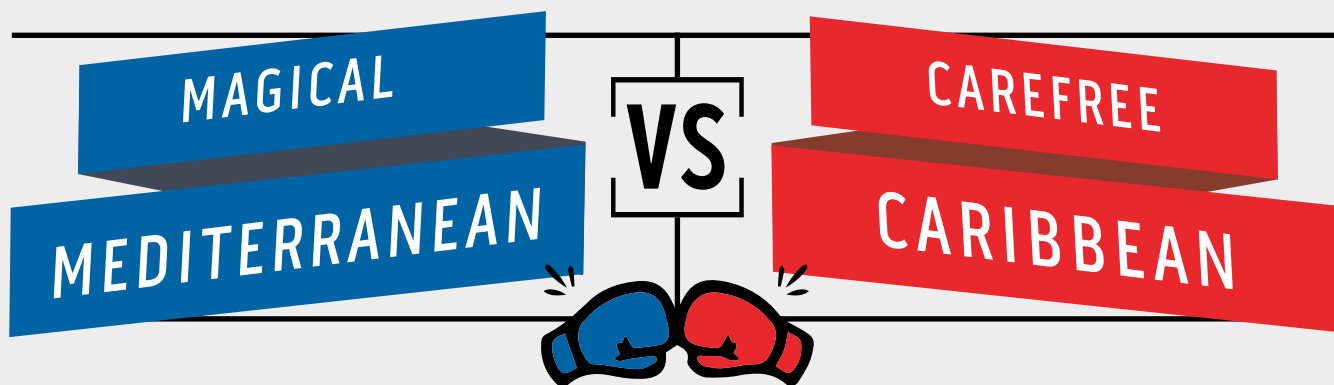
Today Hosted Buyers are touring the city before getting down to business this afternoon at AIME Knowledge Sessions - a new addition to the expo.

Tonight will see the much-anticipated return of the Welcome Event, which promises to create a "memorable and uniquely 'Melbourne' experience in one night".

Tomorrow, the expo will open on the Melbourne Convention and Exhibition floor.



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## Fiji flights resume today

**FLIGHTS** to and from Fiji are returning to normal after a weekend of chaos and cancellations due to Tropical Cyclone Winston.

Early on Sat morning Virgin Australia advised that after closely monitoring the huge storm its team of meteorologists and safety experts had determined that conditions were not suitable for flying in or out of Nadi.

As a result all Virgin services were cancelled on Sat and Sun, but have resumed today after a further assessment.

Fiji Airways advised the cyclone had left most part of the country with a "debris of destruction," closing all airports and seeing the cancellation of most Fiji Link and Fiji Airways flights apart from a few which departed overseas destinations last night and arrived in Nadi this morning.

Fiji Airways also advised that "due to limitations and challenges faced by our catering suppliers" some services out of Nadi today may operate without standard catering.

Late this morning, Tourism

Fiji said in a statement that all visitors are "safe & comfortable."

Minister for Industry, Trade and Tourism Hon. Faiyaz Siddiq Koya announced all properties have taken necessary precautions and actions to ensure guests are safe and in good care.

"Furthermore, there are no reports of any significant structural damage to the majority of hotels in Viti Levu, except for some properties in the Rakiraki ares," Minister Koya said.

"We understand that friends and families are very concerned, however, we request everyone to remain calm. Cyclone Winston has caused extensive damage to the communications infrastructure, hence, mobile and internet communications in some parts of Fiji may be affected. However, communication is active in Suva, Nadi, Denarau and along the Coral Coast," Koya added.

Tourism Fiji advises on Twitter it is still awaiting updates from properties in the Yasawas due to communications being down.

See [twitter.com/TourismFiji](https://twitter.com/TourismFiji) For a full round up of resort updates.

## Nanuku clean up

**NANUKU** Auberge Resort Fiji has commenced clean-up operations following last weekend's Cyclone Winston.

Resort manager Mark Stanford admitted the resort was "a bit of a mess right now", the property has not suffered structural damage and aims to be fully operational by 01 Mar.

'While this cyclone was one of the biggest, if not the biggest to ever hit Fiji, the Fijian people are extremely resilient and very used to this type of situation – and no more so than at Nanuku where our staff are once again demonstrating their wonderful spirit in the face of adversity.'

## Castaway Is closed

**OUTRIGGER** Resorts has advises Castaway Island in Fiji has been closed after sustaining "some damage" after being impacted by Tropical Cyclone Winston.

The full extent of damage will become more apparent over the next 24-48hr, Outrigger said.

Sister-property, Outrigger Fiji Beach Resort emerged from the storm "relatively unscathed".



## Window Seat

**A SMALL** Victorian town has been buried by "hairy panic".

The aptly-named tumble-weed has submerged Wangaratta resident's gardens and homes (pictured below).

Images of the event which look like an ominous take from a western film have been spreading across the world.

The "hairy panic explosion" as it is being dubbed is said to have been caused by extremely dry conditions in the small town with locals blaming a nearby farmer for failing to properly tend his paddock.

The council says it is unable to assist with the clean up efforts and frustrated residents have spent hours on end ridding their homes of the hairy mess!



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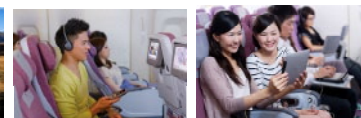
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## ACI Salary Survey

**THE** travel, tourism and hospitality industry is bucking trends seen in other industries with 44% of hiring managers actually expecting to grow their head count in 2016.

The figures have emerged from ACI HR Solutions 2016 Travel and Hospitality Industry Salary and Employment Trends Report, released today.

Statistics revealed 77% of respondents received a pay increase in the past 12 months, but male respondents reported a 55% higher salary for male respondents than female respondents.

Nearly half (47%) of respondents said they would be changing employers in 2016 and 30% felt career prospects with their present employer were 'poor' or 'zero' compared to 26% from last year's survey.

To download the full report, see [www.acihr.com/salary-report](http://www.acihr.com/salary-report).

## Accor Oasis stake

**ACCORHOTELS** has bought a 30% stake in Oasis Collections, a marketplace for private rentals.

Launched in Buenos Aires seven years ago it has 1,500 properties in Latin America, US & Europe.

AccorHotels also acquired a 49% stake in Squarebreak, the disruptor operator of hotel homes in France.

The hotelier said partnerships help the company "forge along the path of changing and new behaviours in hospitality & travel".

## MAH Vic/Tas shows

**IN A** bid to keep trade partners updated on Malaysian Airlines' rapid changes, the carrier is hosting a series of trade updates across Melbourne, Regional Victoria and Tasmania as well as three webinars that agents can join from anywhere in the world.

They will take place from 08 Mar until 07 Apr.

To register **CLICK HERE**.



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## Queensbridge good for MICE



**GREG** Moore, gm Crown Promenade Hotel updated AIME attendees this morning on the six-star hotel set to come online mid to late 2019 at Crown Melbourne.

The mooted 388-room hotel & 680 apartment Queensbridge Hotel Tower will be linked to Crown Promenade via an air-bridge and will boost room capacity at the integrated resort

to nearly 2,000.

Its development frees up space at Promenade and Metropal for meetings & events sector.

"The migration of those guests will open up Metropal and Promenade for much greater MICE activity," Moore said.

Greg Moore is **pictured** with Fiona Pascoe, director of sales at Crown Hotels Perth.

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**LUXURY** safari and tour provider and Beyond recently completed a Botswana Explorer educational hosted by Australian and New Zealand sales representative Norman Harper.

The safari travelled through Botswana's scenic wildlife areas, including the Okavango Delta, Chobe National Park, Savute and Victoria Falls.

**Pictured** with Harper (third from right) was Sue Werner, Adventure Associates; Darren Partridge, The Africa Safari Co; Matt Ross, Above and Beyond; George Sutherland, African Travel Specialists, Tanya Gurtin, Adventure World and a local guide.

## SATC nature drive

**SOUTH** Australian Tourism Commission has launched 'Nature like nowhere else - A Strategy and Action Plan for activating nature-based tourism in South Australia'.

Developed with the Department of Environment, Water & Natural Resources, the program aims to grow awareness of South Australia's commitment to nature-based tourism.

The campaign seeks to leverage four sustainable tourism propositions: walking journeys, native wildlife experiences in Adelaide, marine wildlife experiences and "cutting edge sensory experiences".

## Canada entry scam

**TRAVELLERS** registering for entry to Canada are being urged to use the official website for an electronic Travel Authorisation (eTA), after the Consulate General of Canada warned of scam sites ripping people off.

From 15 Mar, it becomes necessary for Australian citizens entering Canada (who do not require a visa) to possess an eTA, available for just CAD\$7 via the [www.canada.ca/eTA](http://www.canada.ca/eTA) website.

However, the Canadian Govt today warned that it was aware of reports claiming some portals were impostors a \$122 levy for the eTA application.

The application process was introduced on a voluntary basis in Aug last year (**TD** 27 May), and provides visitors with a faster service on arrival at the border.

Most applicants can expect an email response within minutes of application, the Consulate said.

**MEANWHILE**, the Canadian Tourism Commission announced a 1% year-on-year increase in visitor arrivals from the Australian market in Dec, with numbers for the month reaching 27,492.

Calendar year figures were also up fractionally, rising 2.2% to 286,906 between Jan-Dec 2015.

Globally, Canada saw a 6% jump in visitor arrivals to 5.3m entries.

## Fort Worth ambitions

**FORT** Worth in Texas may not be the number one international destination for Australian tourists but it is fast becoming a popular spot with more Aussies visiting thanks largely to Qantas's direct flights from SYD into DFW.

According to Fort Worth Convention & Visitors Bureau's director of tourism Estela Martinez-Stuart, Australian traveller numbers are "jumping higher and higher each year".

"Hotels and attractions are all reporting greater demand so much so that Australians are now in the top five of global visitors."

Martinez-Stuart confirmed that the organisation is working more with the trade to supply product into the market around key segments including sports and events, western heritage and family based holidays.

**MEANWHILE**, Martinez-Stuart expressed an interest in Fort Worth playing host to Flight Centre's annual Global Gathering in the future.

"We'd need state support and to work with Brand USA but we'd put on a spectacular event," she told **TD** on Fri at the International Media Marketplace in Sydney.

This year's Global Gathering is back in Singapore having last been held in the city state in 2012.

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## BI/TK codeshare deal

**ROYAL** Brunei Airlines and Turkish Airlines have inked a codeshare agreement to allow for passengers to connect from Bandar Seri Begawan to Istanbul via Dubai, effective today.

Under the pact, the 'TK' code will be added to BI operated flights from Bandar Seri Begawan to Dubai, and a 'BI' code will be added to the Star Alliance carrier's flights from Istanbul to Dubai and vice versa.

**MEANWHILE**, Hawaiian Airlines is seeking rights to instigate a new codeshare agreement with Turkish Airlines on its flights from Honolulu and both Seoul, Korea and Osaka, Japan.

Likewise, HA will place its code on TK metal on flights between Istanbul and Seoul and Osaka.

HA and TK intend to initiate the codeshare agreement on 27 Mar.

## HHonors discount

**MEMBERS** of Hilton Worldwide's loyalty program HHonors will now be able to obtain an exclusive discount on room rates when booking on brand websites, via the app, reservation call centres or with corporate/retail agents,

The "guaranteed discount" is available at 4,500 hotels around the globe (excl mainland China, Hong Kong, Macau & Taiwan).

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## RRKV opening Mar

**OPERATORS** of the revitalised Ramada Resort Kooralbyn Valley have earmarked a new reopening date of 18 Mar 2016.

Located in the Gold Coast Hinterland, the previously branded "iconic" Kooralbyn Resort has already pushed back its opening twice, initially slated to welcome guests in early Dec and then on 05 Feb (**TD** 17 Dec).

According to the resort's refreshed website, most activities at the new-look Ramada Resort Kooralbyn Valley will be available to book from the mid Mar date.

Accommodation rates at the fully renovated and extensively refurbished eco-resort are priced from \$138 per night.

## LUXE Club on Rodeo

**LUXE** Rodeo Drive Hotel has introduced a new guest-only lounge and tasting room.

The private Luxe Club on Rodeo is available for guests to "relax, gather and converse over a selection of beers, fine wines and innovative food offerings".

## CLIA's 2015 cream of the crop



**IT WAS** a huge night for the local cruise industry on Sat as more than 500 people from across all facets of cruise gathered for the 15th Annual Cruise Industry Awards at The Star Event Centre in Sydney.

Nineteen awards were conferred to the 'best of the best' during the 2015 presentation, with Bicton Travel of Western Australia taking out the Gold Agency of the Year award - Australia, for a record fifth time.

House of Travel Orewa scooped the Gold Agency of the year award for New Zealand, a first for the Kiwi agency.

Network Promotion of the Year Australasia went to Phil Hoffman Travel, while Scenic founder and chairman Glen Moroney was

inducted into the Hall of Fame.

The sell-out gala featured entertainment by Aussie songstress Tina Arena with Channel 7's AFL guru Hamish McLachlan returning as master of ceremonies for the lavish event.

More coverage in tomorrow's issue of **Cruise Weekly**.

**Pictured** above are all of the winners from Australia and NZ.

## 3U proposes CTU/LAX

**SICHUAN** Airlines is seeking approval to launch round-trip services linking Chengdu with Los Angeles with a stopover at Hangzhou from Jun.

If approved by authorities, the new route will operate thrice weekly using A330 aircraft.

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## Virgin Galactic christen VSS Unity



**IN TYPICAL** rock-star fashion, Sir Richard Branson revealed the new look Virgin Galactic space vehicle on Fri.

*SpaceShipTwo* was unveiled at a gala ceremony in the Mojave, California, with Branson inviting family, stakeholders, partners and celebrities including actor Harrison Ford.

The craft is stenciled on the original *SpaceShipOne* but has had a number of modifications, including a new safety system for its signature "feather" mechanism that aids the vessel's decent from space.

Dubbed 'VSS Unity', (pictured) also features a new blue, silver and white livery and will undergo extensive testing on the ground and in unpowered

flights before pilots trigger the rockets for test flights, *USA Today* reported.

*VSS Unity* will act as not only the test vehicle but also the first commercial space shuttle.

**Pictured** below christening *VSS Unity* is Branson's granddaughter Eva-Deia (with a bottle of milk in lieu of a bottle of champagne) who turned 1 on the same day, held by her parents and the human headline himself.



## Darwin cruises on

**DARWIN** is set to host 13 cruise ships over the next four weeks, bringing a capacity of nearly 20,000 passengers to the city.

"The cruise industry is extremely important to the Top End as it provides an influx of tourists into the region during the off-peak and shoulder seasons," said NT Chief Minister and Tourism Minister Adam Giles.

A record 46 cruise ship visits are expected in Darwin in 2015/16 with 30 of these visits arriving Oct until the end of Apr.

Sun 20 Mar will be the busiest day, with a combined passenger capacity of over 4,500 passengers on two ships.

"The 46 cruise ship visits this financial year will carry a passenger capacity of more than 70,000 – the largest Darwin has ever had," Giles said.

## Nabisa spa opening

**WHITE** Grass Ocean Resort on Tanna Island in Vanuatu has launched its Nabisa Day Spa.

Located at a private sunset point in an open burre with undisturbed views over the coastline, Nabisa Day Spa makes use of natural volcanic materials found across the island.

There's a 50% discount on all treatments during Feb.

## Travel Daily

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## DY CDG-USA increase

**BUDGET** airline Norwegian has revealed plans to launch new transatlantic services from Paris Charles De Gaulle to New York JFK, Los Angeles and Fort Lauderdale this northern summer.

Four times weekly services will commence 29 Jul to JFK, twice weekly flights to LAX starting 30 Jul and weekly to FLL, utilising Boeing 787 *Dreamliner* aircraft.

## MHG 2015 profit jump

**MINOR** Hotel Group (MHG) has reported a 38% year-on-year gain in net profit for 2015.

The group has largely attributed the growth to the improved performance of Oaks Hotels & Resorts, an increase in real estate income, the acquisition of Elan Soho Suites and partnership with Sun International.

MHG said Oaks was able to stay on top due to effective cost controls at both operating and financial levels.

The hotel portfolio (excluding Oaks) achieved an overall RevPar increased of 10% in 2015.



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# Brochures

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**Grand Pacific Tours – NZ Coach Holidays 2016/17**  
A range of value-for-money itineraries across five all-inclusive touring styles can be found within this new 64-page brochure. The touring styles include Affordable Coach Tours, Luxury Escorted Coach Tours, Ultimate Small Group Touring, Cruise & Luxury Coach and Special Interest Tours. The company operates over 200 guaranteed departures each year. The brochure covers travel Sep 2016 - May 2017.



**Bunnik Tours - Middle East 2016/17**  
The new program offers 10 small group tour itineraries and a range of tour extension and independent touring options in Egypt, Jordan, Israel, Oman and Turkey. Itineraries range from 12-26 days in length. Popular tours include the 17-day Egypt in Depth small group tour, which explores Cairo, cruises the Nile and visits the Pyramids of Giza, the Sphinx and the twin temples of Abu Simbel. New to 2016 is the 19-day Jordan & Oman, with highlights of Petra, the Roman ruins of Jerash & a swim in the Dead Sea.



**Russian Travel Centre – Russia 2016**  
Russian Travel Centre has added more tailor-made independent tours to its line up, such as Stockholm to St Petersburg and Helsinki, Tallinn & St Petersburg, and small group tours including Baltic Manor Houses. New privately escorted tour, Discover Belarus, stays at farmhouses and four-star hotels. A new rail offering, the Grand Trans-Siberian Express is a private train travelling for 16 days between Moscow and Beijing with five departures each way, and a choice of cabin types.



**Australian Air Holiday - Lake Eyre 2016**  
Australian Air Holidays offers a number of three- and four-day flightseeing and touring packages over Lake Eyre. This 16-page brochure features trips ranging from two-15 days in length. The three-day Lake Eyre, Coober Pedy and Birdsville trip departs Sydney and stops off at Broken Hill, before flying over the Flinders Range en route to Coober Pedy, where guests will visit a working opal mine. Also included is a visit to a cattle station, a stay at The Desert Cave Hotel and fly "low and slow" over Lake Eyre.

## Corroboree Asia 2016

**TOURISM** Australia's Corroboree Asia 2016 will be held in Perth in Sep, giving 100 tourism operators a chance to train about 300 Asian sellers as Aussie Specialists.

## Mindful meetings

**ACCORHOTELS** has announced the launch of 'Mindful Meetings by Mercure hotels' with meeting rooms designed for focus, meditation and energy boosting activities.

Monday 22nd Feb 2016

**Travel Daily**  
First with the news



**MELBOURNE** Convention Bureau boss Karen Bolinger welcomed buyers and media guests at an exclusive event held at the Melbourne Olympic Park precinct yesterday, ahead of the Asia-Pacific Incentives and Meetings Expo.

Addressing the crowd, Bolinger said: "We're a city that's creative and we look for opportunities to set the pace in the events space

and we're able to do this.

"And it's not because we just have amazing infrastructure, but we do it because we really have a team Melbourne approach and that's about collaboration."

Bolinger is **pictured** at the event with Olympic Parks chief exec officer, Brian Morris.

## Hawaii business surge

**THE** number of Australians visiting Hawaii for business events has nearly doubled in 2015 with Hawaii Tourism Office (HTO) recording a 44% growth.

HTO country mgr Australia Kerri Anderson attributed the upward tick to a combo of "Hawaii's world-class business event facilities, additional airlift from both Brisbane and Sydney and upgrading of aircrafts on the route."

In addition, Australia visitation saw an overall increase of 7.8%.

## Ayers Rock MICE up

**AYERS** Rock Resort saw a 30% increase in MICE bookings in the last financial year.

Cited reasons for the uptick include meeting facilities at Uluru Meeting Place which opened in Nov 2012 and Bruce Munro's upcoming Field of Light display at Uluru, beginning 01 Apr.

"We can see the impact of Field of Light on bookings in the last quarter of this financial year after the artwork is in place as well as for dates during the balance of the exhibition which closes on 31 Mar 2017," Voyages exec gm sales, marketing & distribution Ray Stone said.



## TRAVEL CONSULTANTS

Long established, award winning travel agency located in Sutherland Shire is seeking experienced full-time senior or intermediate level travel consultants to join their team.

Successful applicants will have strong customer service skills, extensive product & destination knowledge and a passion for travel. Galileo preferred but not essential. Excellent opportunities for travel.

Email resume to: [mgr@southsidetravel.com.au](mailto:mgr@southsidetravel.com.au)  
Phone: 02 9525 2211

Monday 22nd Feb 2016

## Travel World Exp reps

**TRAVEL** World Experience has selected tourism management company AVIAREPS as its sales representative in Australia.

It comes as the luxury travel company tries to secure a stronger foothold in the Australian market.

Surit Suni, ceo of Travel World Experiences said the company saw "a great opportunity" to make India, Sri Lanka, Nepal and Bhutan more accessible for an increasing number of visitors from Australia.

See [travelworldexperiences.com](http://travelworldexperiences.com).

## SIGN UP NOW

for *Travel Daily's* 2016 footy tipping competitions

Weekly prizes include travel vouchers, cruises, passes to attractions and much more

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Begins 26 Feb



Begins 03 Mar



Begins 24 Mar

## Travelpoort results

**TRAVELPORT'S** 2015 results show net revenue is up 8% for the year while adjusted EBITDA was up 18% and adjusted income per share (diluted) increased \$0.23.

Company ceo Gordon Wilson said 2015 showed "strong underlying progress" with performance in air "especially pleasing" (Beyond Air Beyond Air, grew by 21% in Q4).

Payments business, eNett, continues to grow with the unit achieving a record month of revenue in Jan 2016.

## 9w BOM/DEL boost

**INDIAN** carrier Jet Airways is ramping up frequencies between Mumbai and Delhi, adding a new sixth daily service from 01 Mar.

A new third daily frequency will also be added by Jet Airways on the Delhi-Dubai route, effective 27 Mar.

Both additional flights will be operated using dual class Boeing 737-800 aircraft.

## A&K Africa jet tour

**ABERCROMBIE & Kent** has announced a new private jet journey through Africa on board the company's chartered Boeing 757 with first-class, lie-flat seats.

The trip covers seven countries in 21 days from Ethiopia to Morocco with a tour director, manager and local guides.

Departing Madrid on 17 Feb next year, the trip returns to the same point on 09 Mar and is open to just 50 guests.

Prices start at \$US92,500.

## EK Dodgers deal

**EMIRATES** has been announced as the Official Airline Sponsor for US baseball team, the Los Angeles Dodgers.

The new deal will see the UAE-carrier be given the chance to expand its global footprint as a supporter of sports and culture.

Under the deal, Emirates will have home plate and foul pole signage, as well as a 70 person hospitality space for EK & guests.



## 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)

Q16. Which of these BENTOURS packages is not a Hurtigruten cruise? a) Christmas in Lapland; b) Arctic Land of the Inuit; c) Classic Norwegian Discovery

## Axiom bookings

**SAN** Francisco's newly opened boutique accommodation, Axiom Hotel is offering rates priced at \$US279 per night.

The 152-key property is located at the Cable Car turnaround in Union Square & caters to business & leisure travellers with meeting space and an all day cafe.

## New AS SJC Cali flts

**TRIPLE** daily non-stop services linking San Jose to Southern California will be launched by Alaska Airlines, starting mid-year.

Utilising Embraer E175 e-jets, Alaska Airlines will initiate the new routes to Orange County/ Santa Ana and San Diego from SJC on 05 Jun.

## 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](mailto:georgina@sanfordtravel.com.au) or call 02 8268 2777.



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**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.

**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.

**RUN THE SHOW!**

**HOTEL MANAGER  
BRISBANE – PKG \$90-\$100k**

Our client, a well-respected Brisbane hotel is looking for a Hotel Manager to join their team. They require the experience of a seasoned professional to manage & oversee hotel operations including Rooms Division & Food & Beverage. Excellent remuneration plus benefits on offer for the successful person. Experience in a similar role or considerable experience as an EAM for a 4 or 5 star property required. Apply now to find out more.

**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.

**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.

**HIT THE ROAD WITH A LEADING BRAND**

**SALES EXECUTIVE - CRUISING  
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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.

**SENIOR TRAINING ROLE FOR GLOBAL PLAYER**

**TRAVEL INDUSTRY TRAINING MANAGER  
SYDNEY - SALARY PACKAGE \$\$**

How would you like to work for an organization where you will be overseeing a training department? This industry leader is looking for an experienced training manager with proven managerial and people skills. Ideally you will have the ability to build strong relationships with clients, both internally and externally. You will be overseeing training along with other customer service areas ensuring the client remains a leader within the marketplace.

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