

2016 afta NATIONAL TRAVEL INDUSTRY AWARDS



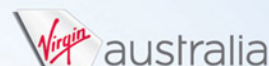
DOCKSIDE PAVILION
DARLING HARBOUR
SATURDAY 16 JULY



MAJOR SPONSOR



GOLD SPONSORS



SILVER SPONSORS



MEDIA SPONSORS



AFTER PARTY SPONSOR



ENTERTAINMENT SPONSOR



BEVERAGE SPONSOR



ARRIVAL SPONSOR



For More Information

W www.afta.com.au E ntia@afta.com.au T 02 9287 9900

excite HOLIDAYS **NEVADA** A WORLD WITHIN A STATE APART

FORGET WHAT YOU THOUGHT YOU KNEW
DISCOVER A DIFFERENT
SIDE OF NEVADA AND
WIN A TRIP TO THE USA!

EXPLORE NOW



Travel Daily

First with the news

Wednesday 24th February 2016

Daily A380 services
from SYD/ICN (~2016.03.27)
Sydney (02) 9262 6000
Brisbane (07) 3226 6000
Website : www.koreanair.com



TRAVELMARVEL
Travel More

Live Your Dream IN 2016
SALE ENDS 8 APRIL



With exclusive deals to Europe, Vietnam and more, it's time to bring your client's travel dreams to life.

VIEW MORE

*Conditions apply TM2664

USA on track for record

A "FLOOD of seat capacity" on the USA route has set Australia up for a record breaking year in terms of visits to the United States in 2016, Brand USA says.

Speaking with *Travel Daily* on Fri in Sydney, Brand USA director for Australia and New Zealand Oliver Philpot said new airlines, along with new or rekindled services was driving airfare prices to America to historic low levels.

New options came online in Dec through American Airlines, Qantas'

reintroduced flights to San Francisco, coupled with new Air NZ flights via AKL to Houston.

"Despite the exchange rate and the softening of the Australian dollar, there has been no effect on the Australian intent to travel.

"The exchange rate shifted in Dec 2014 and based on our data to Jun 2015 we are still seeing year-on-year growth, six percent above forecast," Philpot told *TD*.

He said Brand USA had forecast Aussie growth of 3-4%, however the actual figure was at 10-11%.

"We've also seen some of the best pricing on the route ever.

"You can get from Sydney to LA at the moment for \$1,000 - the same price as Sydney to Perth - regularly now. Fares to New York are available for \$1,300," he said.

NTIA voting soon

AFTA is reminding agents that voting for the National Travel Industry Awards in Jul at Dockside Darling Harbour, Sydney will open next month (see **cover page**).

Nominees for the 2016 NTIAs will be announced on 16 Mar.

Hayman Is on sale

ONE&ONLY Hayman Island is offering 20% off all accom for stays between 10 Apr-15 Sep if booked before 31 Mar.

The promo includes free brekkie and more - details on **page 10**.

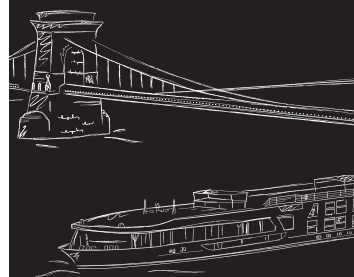
Another nine pager!!

Travel Daily today has nine pages of news and photos, a front cover wrap for **AFTA NTIA** plus full pages from: (**click**)

- One&Only Hayman
- AA Appointments jobs
- Voyages to Antiquity
- JITO

SCENIC^o 2017 EUROPE RIVER CRUISING

**TRAVEL IN
2017 AT 2016
PRICES***



View offers

MEET SOUTH AFRICA
BECOME A SOUTH AFRICA SPECIALIST.



South Africa
Inspiring new ways

CLICK HERE

New Caledonia Summer Sale!

Fly to New Caledonia from only **\$549** return

SALE ENDS 27 FEBRUARY



Aircalin aircalin.com

VISIT CAMBODIA FREE WHEN YOU BOOK VIETNAM!

ON SALE 15 FEB - 18 MAR 2016, UNLESS SOLD OUT PRIOR
wendywutours.com.au/add-cambodia-free

Wendy Wu Tours



Oakwood Apartments Brisbane

Opening 11 April 2016

Oakwood

Apartments
BRISBANE

OakwoodAsia.com/Brisbane

Travel Daily

First with the news

Wednesday 24th February 2016

Essential Spain & Italy Art City
English only tours
20% commission!



For new bookings till 29 Feb16

1300 661 666 www.greecemedtravel.com.au

LAKE EYRE In Flood



2 and 3 day
Flightseeing tours

Fokker 50 aircraft

SAVE \$400 per person*
*Mar 19 departure

departing
ADL • MEL • SYD • BNE

CLICK HERE



HLO loses \$1m in 1H FY16

DESPITE this morning revealing a \$1 million loss before tax in the first half of FY2016 (**TD** breaking news), Helloworld Ltd's merger with the AOT Group late last year appears to be a success, with the division recording an unaudited EBITDA of \$11.2 million - up 24% on the prior comparative period.

"These strong results of the newly acquired AOT Group support our view that is trading consistently with the FY16 forecast as outlined in the Independent Expert's Report of Dec 18," remarked HLO ceo and md, Andrew Burnes.

"The completed merger means expanded scale, enhanced

offerings, broader distribution better technologies, and long term stability for the enlarged group," he continued.

Burnes said HLO's immediate focus would be on "embedding the foundations for Helloworld's long-term growth by maintaining our financial strength & providing our network with the products, tools and technology to better service their customers".

Total Transaction Value spanning 1H increased 5.4% to \$2.4 billion, with revenue flat lining at \$139 million (-0.4%).

Burnes commented that HLO's "underlying model - our network of high-calibre agents - is strong. The markets in which we operate offer excellent long-term growth prospects".

More HLO news on **page four**.

New Magellan agent

FORMER Helloworld Ltd travel agency Jetset Bentleigh in Vic is joining the Magellan Travel Group effective 01 Mar.

The agency, owned by Harry Kopelis, has rebranded as Jetway Travel and takes the total number of MTG outlets to 122.

Former WA Magellan member Vacation World Australia has ceased to operate her business.

Antiquity savings

VOYAGES to Antiquity has a 25% discount on early bookings on a range of voyages and a 10% saving on solo traveller supplement, free return airfares & free hotels and shore excursions.

See **page 12** for more details.

CHINA SOUTHERN AIRLINES
CONNECTING
YOU TO
THE WORLD

TRAVEL VOUCHER REWARDS

1st Prize = 2 x \$5,000

2nd Prize = 1 x \$3,000

3rd Prize = 1 x \$2,000



CLICK
FOR
DETAILS



SAIL SMALL. WIN BIG.

Make and deposit select Hurtigruten 2016/17 sailings to go in the draw to win one of two Apple Watch*

CLICK HERE FOR DETAILS

discover
travel shop



*TERMS & CONDITIONS APPLY

BE A WINNER

BOOK KIRRA

EARN \$\$\$
ON EVERY BOOKING YOU MAKE

22 FEB
TO
30 APR



KIRRA HOLIDAYS Freecall 1800 888 242 | kirraholidays.com



VIEW & VERANDAH

Now with up to US\$500* Onboard Spending Money!

Holland America Line®
SAVOR THE JOURNEY

LEARN MORE >

2 category cabin upgrade

7 night Celestyal cruises

Exclusive offer till 31/3/16



1300 661 666 www.greecemedtravel.com.au

Travel Daily

First with the news

Wednesday 24th February 2016

EUROPE IN A BRAND NEW RENAULT

- ✓ Best Self-Drive Option - 21 Days - 6 Months
- ✓ 100% All-Inclusive Insurance, Nil Excess
- ✓ 2016 Sale Now On! ✓ GPS included All Models
- ✓ Book & Pay by 31 March 16 ✓ Drivers 18 Years +

Discover more at:

RENAULT EURODRIVE
www.renaulteurodrive.com.au



FLT growth sectors

LEISURE sectors were a driving factor in Flight Centre's 7% increase in TTV for FY2016 1H.

The growth exceeded the increase in outbound departures during the period, at 3.9%.

This was boosted by ocean and river cruising, youth touring and complex airfares, particularly round-the-world flights, FC said.

Small corporate accounts trading with Flight Centre Business Travel showed firm results, along with Foreign Exchange.

FC LCCs sales growth

LOW-COST carriers showed promise for Flight Centre in FY2016 1H, reporting "solid growth" in sales.

The firm today said it has added Jetstar fares and ancillary product to flightcentre.com.au during the period & is set to add the Tigerair range next week, when its alliance is activated (**TD** 07 Jan).

FLT targets \$395m FY profit

FLIGHT Centre Travel Grp (FLT) has revised its full financial year 2016 target of \$380m to \$395m profit before tax (PBT).

The new goal excludes the ACCC refund, possible intangible impairments & unforeseen items.

"If we achieve our target we will top last year's result by 4 to 8% and the record \$376.5 million underlying PBT we achieved in superior conditions two years ago," FLT md Graham Turner said.

Turner added that while the company would be "disappointed" if it didn't achieve its goal, "establishing a new profit margin will not be a formality given our size, the strategic investments we are making and the volatile conditions in some geographies heading into our peak booking months".

FLT this morning announced a profit before tax of \$156.9 million for the first half of the current

financial year - an 11.2% spike on H1 FY2015 (**TD** breaking news).

The travel group also revealed an \$116.7 million net profit after tax (including the Australian Competition & Consumer Commission refund) - an increase of 16.3%.

Total Transaction Value (TTV) jumped 12.8% to \$9.18 billion while revenue increased to 15%.

Turner said the results were underpinned by accelerated global sales growth at an improved income margin along with record profit in UK/Ireland (topping GBP 500 million for the first time) and South Africa, plus improved results in Australia and the United Arab Emirates.

The firm's USA/Mexico division was FLT's second largest sales generator (TTV reaching AUS1.3b).

Turner said FLT has maintained an "exceptionally strong balance sheet" & made strategic process.

New FLT initiatives

SEVERAL new initiatives have been announced by Flight Centre with more online and digital enhancements unfolding.

New online business Aunt Betty is launching in Jun and will act as a virtual travel agent, targeting the 25-45 year-old bracket.

It will offer the ability to recommend and tailor package holidays for individuals.

The brand will run alongside airfare specialists BYOJet.com.

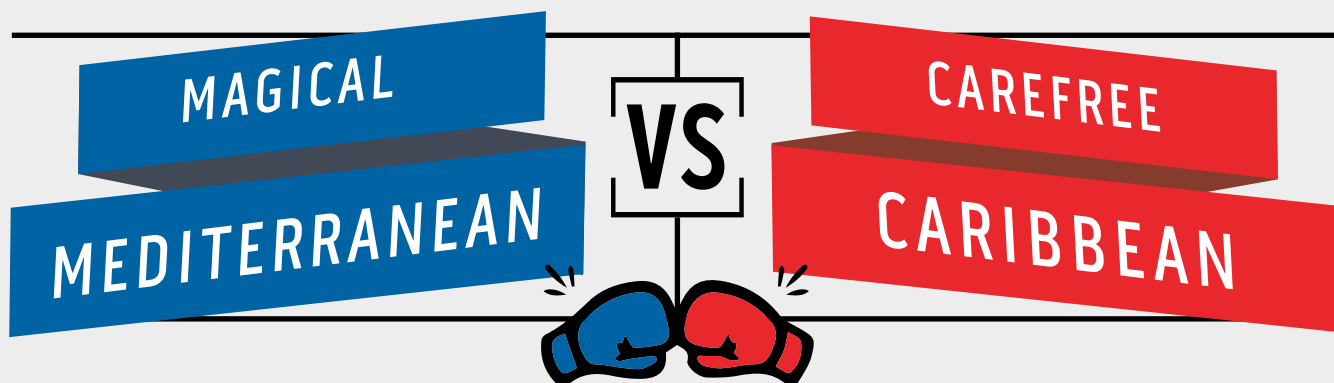
The launch of Travel Money's Key To The World digital wallet app during the fourth quarter will give clients access to itineraries, a prepaid currency card with 10 currencies, travel insurance and phone and data SIM cards via a single portal.

On top of digital upgrades, FLT has introduced more flexible workplace arrangements to help retain and attract parents.

This follows pay rises for front end sales staff & team leaders.



CRUISE SHOWDOWN



WHAT'S YOUR FAVOURITE? SELL FOR YOUR CHANCE TO WIN!

CLICK HERE TO ENTER

AU/NZ 18+ only. Must be registered travel agent in AU/NZ & registered with Princess Academy.
Ends 11:59pm AEDST 28/2/16. Click here for entry instructions and T&Cs. Permits: NSW LTPS/15/08652, ACT TP15/08055, SAT15/1983

Travel Daily

First with the news

Wednesday 24th February 2016

HLO 1H breakdown

HELLOWORLD Limited's first half results for FY2016 (see page 2) included TTV of \$1.75 billion for the retail segment, achieving revenue of \$78.9 million and EBITDA of \$18.2 million - up 12% on the prior corresponding period.

HLO's travel management segment was profitable with TTV of \$369.9 million, representing an increase of 31% year-on-year.

Revenue for the segment was up by \$4.5 million and EBITDA of \$3.5 million was up substantially from \$1.8 million, attributable to the Whole of Australian Government contract.

TTV for Helloworld's wholesale division was up 3% year-on-year to \$309.6 million, however comparative market pressures saw an 8% drop in revenue to \$35.1 million.

EBITDA for the wholesale arm was \$3.5 million - break-even from the prior comparative period, the travel company said.

TopDeck's success

FLIGHT Centre's successful FY16 1H was underpinned by "a solid contribution" by the TopDeck business, managing director Graham Turner said this morning.

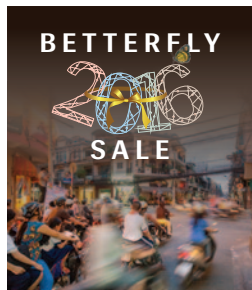
The six month to 31 Dec period saw TopDeck launch into Asia while Back Roads Touring showed strong performance.

Destination management firm, Buffalo Tours proved profitable & is been positioned as FC's ground operator in Thailand, Singapore, Hong Kong, Indonesia, China, Japan & Malaysia, FCTG said.

US entry crack down

AUSTRALIANS travelling to the US who have been to Libya, Somalia or Yemen since 01 Mar 2011 are no longer eligible to apply for an ESTA to enter the country under the Visa Waiver Program, Smartraveller advises.

Implementation of the changes are set to be announced in coming months.



Ho Chi Minh City
RETURN ECONOMY CLASS
FROM **AUD630***

[Click Here](#)

*Inclusive of taxes. Conditions apply

WWW.FLYROYALBRUNEI.COM

Yasawa reopening

FIJI'S Yasawa Island Resort & Spa is set to re-open next week after being "spared the full force" of the recent Cyclone Winston.

Resort director Erin McCann said there was no structural damage to the resort and all neighbouring villages were safe.

Gardens suffered damage along with misplaced sand covering a number of parts of the resort.

All guests at Yasawa at the time were flown to Nadi.

The luxury resort plans to re-open to guests on Mon 29 Feb.

Virtuoso 50 Degrees

BOUTIQUE tour operator 50 Degrees North has signed on as preferred operator in Scandinavia for luxury network Virtuoso.

50 Degrees North owner and ceo Tietse Stelma said the "exclusive" product offering, attention to detail and quality of service fits in very well with Virtuoso's style.



Window Seat

WAITING in line is always boring, but one gentleman at Nashville International Airport decided on Sat to add a little bit of excitement to his queueing by doing so in the nude.

The man parked his car, undressed and proceeded to walk into the busy terminal starkers and stand in line at the American Airlines ticket counter, turning more than a few heads.

Apparently this isn't the first time that the man has appeared at the airport in his birthday suit, but this instance was the furthest that he's made it into the terminal.

He was taken into custody by the police shortly after entering the airport, so it looks like he didn't get to check out whether being naked makes it any easier or faster to clear security.

DISCOVER MORE OF EUROPE WITH ETIHAD & AIR BERLIN

BOOK BY 28 FEB 2016
TRAVEL 1 FEB 2016 - 30 NOV 2016

ECONOMY CLASS
FROM (AUD)*

BERLIN + HELSINKI	1,536
BERLIN + STOCKHOLM	1,538
BERLIN + BUCHAREST	1,546
BERLIN + MADRID	1,552
BERLIN + ZURICH	1,565
BERLIN + VIENNA	1,610

BOOK NOW!

Don't miss these great Early Bird fares for travel in 2016. What's more, Etihad Guest members will earn double miles for travel in Economy Class and triple miles for travel in Business and First Class. Register by simply emailing and including your Etihad Guest number in the subject line to promo@etihad.ae

agents.etihad.com | 1300 734 577



*Terms and conditions apply. Fare levels displayed include return Economy Class airfares from Melbourne, valid for departures 1 Feb 2016 - 30 Nov 2016. Other fares from Sydney, Melbourne, Brisbane and Perth are available for travel to other destinations on our global network and for travel at other times. Fuel and applicable taxes per person are correct as at 28 Jan 2016. Valid for sale until 28 Feb 2016. Fare levels may vary due to currency fluctuations and are subject to availability, flight restrictions and booking confirmation. Blackout periods apply. Nil minimum stay; maximum stay is 10 months. Stopovers permitted in Abu Dhabi at guest's own expense. For detailed terms and conditions, visit etihad.com

QFLink WTB boost

BRISBANE West Wellcamp Apt has announced QantasLink will add two extra daily return flights from Sydney to Toowoomba on Mon, lifting weekly services to 15.

itravellers Voyager sneak peek



ITRAVEL agents have taken some of their clients on a special inspection of Royal Caribbean's *Voyager of the Seas* (pictured).

The company believes taking clients on ship inspections along with their consultants is a great way for them to get some experience of the product before they book it with their agent.

Participants enjoyed a ship tour and were treated to a demonstration of the FlowRider.

They had a chance to view the ice skating rink and took a walk along the promenade before being seated for lunch in the largest restaurant in Australia.

itravel reports that all involved enjoyed a three course lunch before checking out the rest of the ship, which included the spa, treatment facilities, glamorous suites and staterooms as well as having a cuddle with DreamWorks' Puss In Boots!

Cheapflights set to soar

CHEAPFLIGHTS, a UK developed online deals and search platform has set the foundations for rapid expansion across Australia and New Zealand having been within the market for just on a year but determining that now is the time to increase its presence and activities.

In 2015 the 200 partner brands including airlines & travel agencies on the Cheapflights.com.au and Cheapflights.co.nz website, resulted in over \$350 million in revenue generated for those partners, fuelling the motivation to expand.

Speaking with **TD** this morning, Cheapflights md Andrew Shelton said "We've got 500,000 subscribers in Australia and we're going to get that to one million."

"Through analysis of their behaviour, we know the destinations they're searching for so we can offer the deals the trade give us in a very targeted way. Every single lead we'll send on to a trade partner. I would say about 30% of our business will go to an airline and the balance will go to an OTA or another travel agency."

"We work on an agreed cost per lead with our partners and why it works for them is because the traffic we send through is pretty well qualified, they're happy to pay for those leads and they tend to be more efficient than getting those leads generically in the market through Google or other

forms of advertising", Shelton explained to **Travel Daily**.

Shelton revealed Cheapflights is in the process of appointing a regional sales manager for Australia and New Zealand.

"The view is we'll increase our footprint here having more people employed locally and it wouldn't surprise me if we ramp up more people in time".

Expanding the network and collaboration with the trade will be a key strategic priority as Cheapflights looks to achieve revenue growth of 65% in 2016 and 2017.



EXCLUSIVE

10% OFF HURTIGRUTEN

*Conditions apply



Contact us on
1800 221 712
res@bentours.com.au
bentours.com.au



Owners, Managers & Consultants

Become a **Travel Designer** at Savenio and Choose Your Own Path!

EARN 100% or 80% commission

SAVENIO
SIGNATURE TRAVEL EXPERIENCES
many places, many paths

Call to arrange your private consultation:

Andrew Challinor 0409 993 895
National Affiliate Sales Manager

andrew.challinor@savenio.com.au
www.chooseyourownpath.com.au

Gold Coast: Fri 26 Feb Brisbane: Mon 07 Mar

Future Appointments: Sydney & Far Nthn NSW

Our partners include:

Virtuoso & CruiseCo

Air NZ NPE boost

AIR New Zealand is jacking up frequencies between Auckland and Wellington by 12 in the two days leading up to the Hawke's Bay International Marathon being held on 14 May.

Air NZ is the naming rights sponsor of the marathon.



afta

NATIONAL TRAVEL INDUSTRY AWARDS

NATIONAL TRAVEL INDUSTRY AWARDS

DOCKSIDE PAVILION, DARLING HARBOUR - SATURDAY 16TH JULY

NOMINATIONS CLOSING SOON

CLOSING ON - 5PM FRIDAY 26TH FEBRUARY

CLICK HERE TO
NOMINATE

Excite rewards first USA winner



ONLINE travel wholesaler, Excite Holidays, is thrilled to announce the first winner of its *USA Live Like a Local* campaign is David Swanborough from helloworld Mt Ommaney (pictured above) with Excite bdm, Mark Marrow.

Swanborough won a trip to Los Angeles, including flights and five nights at the famous Hollywood Roosevelt.

This fortnight agents can win a trip to Nevada, simply secure a paid Excite booking by 28 Feb.

Carnival Magic refit

GUY'S Burger Joint, RedFrog Rum Bar, Blueguanna Tequila Bar, Pizzeria del Capitano & Alchemy Bar are popular Carnival Cruise Line venues to be fitted to *Carnival Magic* during a two week dry-dock project now underway.

Carnival Cruise Line president Christine Duffy said following the extensive refit "*Carnival Magic* will offer even more exciting onboard choices for travel agents to market to their clients."

The multi-million dollar face-lift will take around two weeks to complete, and comes ahead of *Carnival Magic's* repositioning from Galveston, Texas to Port Canaveral, Florida in Apr.

AC/SN codesharing

STAR Alliance carriers Air Canada and Brussels Airlines are seeking approval to launch a new codeshare alliance.

The blanket statement of authorisation will cover the Air Canada mainline operation and leisure division Air Canada rouge.

The proposed agreement would initially allow Brussels Airlines to place its designator code, 'SN', on Air Canada flights from Toronto to 38 routes in the USA, including Atlanta, Los Angeles and Miami.

Routes from Montreal to San Francisco, Los Angeles & Denver are also flagged to be included.

No more KL hotels

THE Malaysian Government has placed a freeze on the approval of any more hotel licences in Kuala Lumpur because of an oversaturated market.

There are currently 939 hotels and 56,000 rooms available in the city causing an oversupply.

"If things do not improve, this will eventually trigger a price war as hotels will start slashing prices to deal with stiff competition," Malaysian Association of Hotel Kuala Lumpur chairman Shirley Lai commented this week.

UA mull new 737 deal

UNITED Airlines is reportedly set to sign a deal with Boeing for 25 737-700 aircraft, valued at over US\$2 billion at list prices, the *Wall Street Journal* reports.

Regional Exp \$11.4m loss

THE Regional Express Group (REX) has recorded a statutory after tax loss of \$11.4 million in the six months to 31 Dec.

REX's coo Neville Howell said the group had to "make some on-cash write downs and fair value adjustments" which led to their first loss in 14 years.

The goodwill impairment saw a \$6.6 million loss while another \$6.8 million loss was recorded for the impact of assets impairment.

These factors relate to the end of a contract with the Navy

and RAAF at Nowra held by the carrier's Pel-Air subsidiary.

There was also \$4.7m negative adjustment recorded for the company's fuel hedging program.

Despite the impairments, REX's cash flows remained solid with an operation profit of \$3.3m achieved on a turnover of \$132.6m.

Howell said the new Western Australian routes ex Perth (to Esperance & Albany) starting on 28 Feb are expected to perform well.

"We are very encouraged by the strong forward booking".



Destination NSW

Industry Development Coordinator

- Ongoing, Full Time
- Sydney CBD – The Rocks
- Total Remuneration Package (\$96,376- \$106,681)

About The Role:

The Industry Development Coordinator assists in the development and distribution of NSW tourism products and experiences as part of the Destination NSW Industry Development Program. The role delivers and coordinates a number of industry development initiatives, including workshops, product showcase events and newsletters. The Industry Development Coordinator provides industry advice and assistance and performs administrative requirements including, database management, documentation and record management. The role is also responsible for maintaining successful relationships with industry partners.

For more information about Destination NSW please visit their website at www.destinationnsw.com.au

Role Requirements:

To be successful within this role you will have significant experience in the tourism industry preferably including both international and domestic marketplace. Have experience in working with travel trade distribution and marketing channels (online, wholesale and retail operations) particularly in relation to small and medium tourism businesses. A sound knowledge of NSW destinations and products and a strong understanding of quantitative and qualitative tourism research sources would be advantageous. The role requires some domestic travel.

Applying for the Role:

Applicants should respond to the following two targeted questions in a cover letter [maximum two pages] as well as supplying an updated copy of their resume [maximum five pages] with relevant skills and experience and identifying how these relate to the capabilities of the role.

1. Outline your experience in assisting tourism businesses or destination marketers in product development, delivery and/or sales distribution. Describe the assistance you provided (e.g. resources, workshops, advice) and the results you achieved.
2. Outline your experience promoting or selling tourism through the travel trade and consumer direct.

Closing date: Monday 29 February 2016 at 11:59pm

Enquiries: Jenny Mitchell on (02) 9931 1471 or jenny.mitchell@dnsw.com.au

Applications must be lodged electronically via [Jobs NSW](http://JobsNSW) website. Applications submitted via email will not be accepted.

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

A warm haere mai from TNZ



AIME delegates experienced Kiwi hospitality this morning at Tourism New Zealand's breakfast on the show floor.

Fresh coffee, pastries, corn fritters, quiche and other delightful morsels fuelled attendees as the show floor heated up for another day of meetings.

Pictured from left are: Sharon Auld, manager - Australia,

Conventions & Incentives New Zealand; Helen Bambry business events manager - Australia, Tourism New Zealand; Lisa Gardiner international business events and premium manager, Tourism New Zealand; Ngahihi o te ra Bidois speaker for Tourism New Zealand; Sue Sullivan, chief executive, CINZ and Kirstie Dyer-Grose business development manager, Air New Zealand.

Star Syd propose \$1b injection

THE Star Sydney has today revealed plans for a \$1 billion investment, on top of the \$870 million upgrade from 2013, to transform the harbour-side property over the next five years in Sydney.

Making the announcement to local and international media at the Asia-Pacific Incentives and Meetings Expo (AIME) in Melbourne, The Star Sydney general manager John Autelitano explained that "investment was key to ensuring the longevity of Sydney's thriving tourism and business events industries".

Autelitano attributes expansion plans to the "continued strong growth in international travel.

"For Sydney to remain at the forefront of this tourism boom, more accommodation, facilities and event spaces are required".

The upgrade will bring with it a brand new hotel tower - likely to be the return of the Ritz Carlton brand (**TD** 06 Jan) - adding an extra 1,000 rooms to the New South Wales Capital.

Autelitano revealed talks are already underway with Ritz-Carlton Hotel for the branding of the proposed tower.

P&O corporate spike

P&O CRUISES has seen an upward tick in bookings for corporate events at sea with forward bookings for 2016 already topping 2015.

The line's director of sales Ryan Taibel said they were "delighted" by the strong response to the launch of new corporate events offerings last Feb.

"Bookings rose solidly throughout 2015 following the launch, and once *Pacific Aria* and *Pacific Eden* joined our existing three-ship fleet in November we saw a further surge in interest," Taibel said.

Pacific Aria and *Pacific Eden* accounted for 70% of delegate bookings in 2016 and 2017.

NT Conv Bureau push

NORTHERN Territory Convention Bureau is "reintroducing" the personalities of Alice Springs, Darwin & Uluru with a new marketing campaign aimed at business event planners.

The initiative will be rolled out online and through social media.

More BNE flights?

DIRECT flights to Brisbane operated by international airlines are set to dramatically increase, says Geoff Hogg, md Qld for the Star Entertainment Group.

"We've been to presentations recently with Qantas and other airlines and it is quite clear a large number of international airlines will be dramatically increasing the direct flights internationally to Brisbane and using Brisbane airport as a hub," Hogg said.

Parra MICE offer

PARKROYAL Parramatta in Sydney will unveil a range of upgrades including new guest rooms, MICE offerings and dining experiences this year.

Currently under development, a new seven-storey tower is being added to the existing site and is slated to open by Jun.

Travel Daily
on location in
Melbourne

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

DAY two of AIME has officially opened, with delegates flooding in for another day of meetings.

Last night the floor opened up for the Exhibitor Networking Hour, flooding the floor with bartenders and caterers.

Crown Hotels and Resorts then treated a select group of media to a tantalising feast at Dinner by Heston Blumenthal.

This morning 100% New Zealand put on a spread for delegates (see left).

In the Knowledge Theatre, delegates learned about trends on a global and regional basis for 2016, how win to business from the Asian market through actions and how to accelerate productivity under pressure.

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.



HUNGRY FOR SALES? Travel & Cruise Specialist

If you love being a Cruise and Travel Sales Consultant selling premium travel products, then this is the dream job for you! Travel the World has an exciting opportunity for an experienced Travel and Cruise Specialist to join the contact centre team based in the Sydney CBD. This varied and enjoyable role will see you consulting and selling a large array of amazing travel products to our discerning clientele.

A minimum of a Certificate III in Travel is required for this position as well as 5+ years experience in the travel/cruise industry a must. Flexible working arrangements and above average industry remuneration are on offer for the right candidate.

Please apply with a cover letter by
4 March 2016 to
careers@traveltheworld.com.au



Air NZ 3D printing

AIR New Zealand has successfully used 3D printing to produce fold down cocktail trays for its Business Premier cabins.

In partnership with Auckland University of Technology, the Kiwi carrier has produced cocktail trays which are set to be added to its fleet in coming weeks.

Air NZ coo Bruce Parton said a big advantage of 3D printing was that it allowed them to "make cost-effective lightweight parts ourselves, and to do so quickly without compromising on safety, strength or durability".

Other components using 3D printed technology are being explored by Air New Zealand.

To watch a clip on the process, [CLICK HERE](#).

Indigenous milestone

ACCORHOTELS has surpassed the 400 Indigenous Australian employee mark for the first time.

The milestone comes nine months after the Australian Govt activated the Employment Parity initiative.

With its current Aboriginal and Torres Strait Islander peoples workforce accounting 4%, AccorHotels is well placed to reach its target of 660 (7%) by 2018.

SeaLink buys CCC WA

SEALINK is set to expand its operations to Western Australia after entering an agreement to acquire Captain Cook Cruises WA for \$12 million.

Announced today, the 100% purchase would include all vessels, plant equipment, licences, intellectual property and goodwill and would see SeaLink's fleet grow from 62 to 69 vessels.

SeaLink md Jeff Ellison said he was delighted to increase the company's footprint to WA.

"We see significant upside with the opening of Elizabeth Quay. This development will reconnect the city and the Swan River.

"There is potential to provide marine transport to the new football stadium and the expanded casino and the ability to offer further commuter services in Perth," Ellison said.

The transaction is expected to be settled in Apr 2016.

MEL lounge & swim

PARKROYAL Melbourne Airport is offering a new "lounge & swim" package for day visitors transiting at Tullamarine Airport.

Launching 01 Apr, visitors can take advantage of PARKROYAL Melbourne Airport's leisure facilities and lounge for just \$15.

Patrons can access the hotel's gym, heated pool, sauna & steam room, as well as AIRO Restaurant.

Day room use is also offered, priced from \$85 for three hours between 7am-7pm.

Amadeus' Year of the Monkey do



AMADEUS hosted its annual Chinese New Year Dinners at East Ocean Restaurant Sydney and the Docklands Melbourne with over 250 travel agency partners.

Agents enjoyed a Chinese meal & drinks, with many guests taking home surprise door prizes.

"Chinese New Year is an important event for us every year. It allows us to celebrate with our partners and wish them good luck, good health and good fortune for the year ahead," Amadeus Pacific managing director Tony Carter said.

Pictured above guests enjoying the annual Amadeus Chinese New Year dinner at East Ocean Restaurant in Sydney hosted by managing director, Tony Carter and the Amadeus Team.

Scenic Eclipse video

IN THE build up to the release of the world's first six star discovery yacht *Scenic Eclipse*, Scenic has released a video detailing its destinations.

The luxury ship is set to be launched in Aug 2018 and will travel "from the top of the world to Antarctica and everything in between" - view the video [HERE](#).

**WIN
GoPros
+ HOYTS MOVIE
TICKETS**

**Do you sell
Cruise?**

**Share your
experiences with us**

Take our quick survey

ENTER HERE ➔



CRUISE
WEEKLY

SINGAPORE AIRLINES



Secretary - Sydney

Singapore Airlines is seeking to appoint a highly motivated and skilled professional in the role of Secretary to State Manager of NSW & ACT. This is a full-time position and has responsibility for administrative tasks and related documentation covering the Sales, Ticketing and Airport Offices of Sydney and Canberra.

The successful candidate will possess:

- Excellent presentation and communication skills, both written and verbal.
- Sound proficiency in all Office PC applications.
- Strong analytical skills with budgetary experience.
- Able to work under pressure with minimal supervision.
- Strong service ethic & excellent time management skills.
- Knowledge of travel industry codes and practices.

Australian Citizenship, permanent residency status or appropriate work visa is required.

**Written applications with CV should be addressed to
Greg McJarrow, Manager NSW/ACT and forwarded to
Lyn_Larsen@singaporeair.com.sg**

Applications close Monday, 29 February 2016.
All applications will be treated in strict confidence.



Your journey begins here...

southsidetravel
CRUISES • FLIGHTS • TOURS • GROUPS • CAR HIRE • INSURANCE

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
Phone: 02 9525 2211**



Accommodation Updates

WELCOME to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to accomupdates@traveldaily.com.au.



White Grass Ocean Resort on Tanna Island, Vanuatu has launched its new Nabisa Day Spa. Treatments make use of the volcanic materials found on the island and all products used are organic. The new spa is located at a private sunset point with uninterrupted views of the coastline. To celebrate the opening a special 50% discount will apply off all treatments throughout the month of Feb.



Amatara Resort & Wellness in Phuket has rebranded (previously the Regent Phuket Cape Panwa) and added wellness retreats to its offerings, starting in Mar. The resort has expanded its treatment rooms from 8 to 12 as well as adding a physiotherapy treatment room, a colonic hydrotherapy detox room and fitness/pilates studio.



New alfresco venue Chelsea Lane has opened at **Mercure Brisbane** with over \$200k spent developing the lane way venue. It features living greenery, retro pieces and industrial styling and is expected to be popular with the 'millennium' crowd. It can accommodate up to 120 people and will be used for cocktail functions, launch parties and events.

PATA praises Thailand

PACIFIC Asia Travel Association (PATA) has commended the Tourism Authority of Thailand for its dedication to "responsible travel and sustainable tourism" during the recent PATA Adventure Travel and Responsible Tourism Conference in Chiang Rai.

The conference held last week featured 20 speakers from 10 countries on topics including increasing adventure tourism competitiveness and best practices in responsible tourism from the ASEAN region.

1 Liberty on CityPASS

THE One Liberty Observation Deck in Philadelphia will join the Philadelphia CityPASS from Mar.

Located on the 57th floor of One Liberty Place, the viewing deck sits 269 metres above street level offering unparalleled vistas across the 'City of Brotherly Love'.

Passes are priced from US\$59 per adult and US\$39 for children. See www.citypass.com.

A&K Colombia saving

ABERCROMBIE & Kent has added Colombia to its portfolio this year, dubbing it "the next big place to visit in Latin America".

To mark the addition A&K is offering savings of up to \$1,900 per couple on the new 10-day 'Colombia Revealed' journey.

Prices start from \$8,500 twin share - phone 1300 590 317.

IHG strong results

INTERCONTINENTAL Hotels Group (IHG) has revealed plans to give shareholders a \$1.5 billion special dividend after a year of solid results in 2015.

IHG delivered its highest room openings since 2009 and its best signings since 2008 with an 11% underlying profit growth.

The company saw a net room growth of 4.8% with 44K room openings up 8% year-on-year when compared to 2014.

A \$24b total gross revenue from hotels in IHG's system has increased 5% year-on-year.

Travelmarvel Tassie

TRAVELMARVEL will offer small ship ocean cruising in Tasmania as part of a new 2016/17 itinerary.

The 14-day Southern Serenity Cruise combines an eight-day cruise on *Coral Expeditions 1* with a land tour from Launceston to Hobart, and is priced from \$6,895 per person twin share.

Travelmarvel is also offering earlybird specials on other Tasmanian land tours booked and deposited by 31 Jul with up to \$300 off per couple.

Solo travellers can take 50% off selected tours, saving up to \$500pp.

Cologne visitor data

COLOGNE, Germany has hit a record tourism result with the city's Tourist Board recording 5.98 million overnight stays in 2015.

The result is a 4.3% rise on the numbers in 2014.

Travel Daily

First with the news

Wednesday 24th Feb 2016

Westin Milwaukee

STARWOOD Hotels & Resorts Worldwide will debut its glitzy Westin brand in Milwaukee, Wisconsin in summer 2017.

The property will feature 220 rooms and suites.

Tunisia concern

THE Dept of Foreign Affairs & Trade is advising Aussies via a fresh update to reconsider their need to travel to Tunisia due to the high threat of terrorist attack.

Tourists are advised to pay close attention to personal security at all times.

A state of emergency remains in place until at least 21 Mar.



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

Q18. Currently sold by BENTOURS, which Hurtigruten vessel has been selected to embark on Antarctica expeditions in 2016, featuring the Chilean fjords and Patagonia?

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.

Postal address: PO Box 1010, Epping, NSW 1710 Australia

Street address: 4/41 Rawson St, Epping NSW 2121 Australia

P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of *Travel Daily* no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

Publisher/Managing Editor: Bruce Piper Editor: Guy Dundas Editorial email: info@traveldaily.com.au

Contributors: Jasmine O'Donoghue, Bonnie Tai, Nathalie Craig, Jenny Piper, Sarah Piper

Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au

Business Manager: Jenny Piper - accounts@traveldaily.com.au

Part of the Travel Daily group of publications.

Travel Daily CRUISE WEEKLY

travelBulletin

business events news

Pharmacy DAILY

Travel Daily TV



One&Only

HAYMAN ISLAND

Great Barrier Reef

EARLY BOOKING SAVINGS

Escape to One&Only Hayman Island and enjoy serene natural beauty, endless adventure and unforgettable moments at Australia's iconic private island resort.

Book now to receive 20% savings on all accommodation, plus daily breakfast in Pacific, use of non-motorised watersports and selected resort activities.

FOR RESERVATIONS, PLEASE CALL +61 2 9308 0511, EMAIL PARTNERS@ONEANDONLYHAYMANISLAND.COM,
VISIT ONEANDONLYHAYMANISLAND.COM OR CONTACT YOUR PREFERRED TRAVEL PROFESSIONAL.

Terms and conditions: Offer is subject to availability and applicable for new bookings only. Valid for bookings made before 31 March 2016 for travel 10 April to 15 September 2016. Black-out dates apply. Offer is applicable to all room and suite categories. Offer is per night twin-share in a Hayman® Lagoon Room including daily breakfast in Pacific, use of the One&Only Fitness Centre, non-motorised watersports and selected resort activities. One&Only Hayman Island reserves the right to withdraw the offer at any time. Rates are subject to change without notice. Further terms and conditions apply. Hayman® is a registered trade mark of Mulpha Hotel Pty Ltd (ACN 070 662 627) and used under licence.



www.aaappointments.com.au



Want your career search handled confidentially? Call the experts!

SHOOT FOR THE MOON!

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.

NEW ROLE - THE MAIN EVENT

EVENT MANAGER
BRISBANE – SALARY PACKAGE UP TO \$75K

Come and use your international and domestic corporate and incentive event management experience with this leading global company. You'll be responsible for end to end event management from obtaining event briefs to budgeting, logistics, onsite delivery, support staff management and post event reporting. Previous corporate event management experience within an agency is a must. Great salary & benefits on offer

NEW ROLE – LEAD THE ELITE

VIP TEAM LEADER –TOP TMC
SYDNEY - SALARY PACKAGE \$90

This BRAND new department within this sought after TMC is looking for a VIP team leader to manage a team of VIP consultants. You will be involved in helping to establish this new area, recruit and train new staff. Your clients will be top VIP personal that require only the very best service. You will ideally come from a TMC background, have sound consulting skills and have led teams. Great Salary and bonuses on offer.

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.

HIT THE ROAD WITH A LEADING BRAND

SALES EXECUTIVE - CRUISING
SYDNEY - SALARY PACKAGE \$80K

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.

HIGH BASE PLUS UNCAPPED BONUSES

CORPORATE TRAVEL – SALES MANAGER
SYDNEY – \$100k 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.

LEAD A TEAM OF PROFESSIONALS

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.

MAKE YOUR MARK

CORPORATE BUSINESS DEVELOPMENT MANAGER
MELBOURNE – SALARY OTE \$100K TO \$200K

An amazing opportunity exists to join this dynamic travel management company as a BDM. You will be responsible for developing a pipeline & building relationships to acquire new large market business along with implementing sales strategies to optimise client spend. Attractive salary with uncapped earning potential. Experience as a BDM with a proven sales track record along with strong customer service, presentation, communication and negotiation skills req'd.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aaappointments.com.au

NSW & ACT - 02 9231 2825 VIC, WA, SA & TAS - 03 9670 2577 QLD & NT - 07 3229 9600

FOR ALL THE BEST EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com.au

JUST RELEASED 18 DISTINCTIVE VOYAGES ON SALE NOW

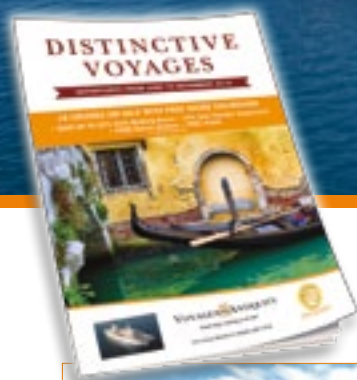


**SAVE UP TO 25%
EARLY BOOKING BONUS**

**10% SOLO TRAVELLER
SUPPLEMENT**

FREE RETURN AIRFARES*

**FREE HOTELS &
SHORE EXCURSIONS***



**INCLUDES • EVENING & OVERNIGHT STAYS IN PORT • EXPERIENCED GUEST
SPEAKERS • INCLUDED GRATUITIES • ALL MEALS ONBOARD AEGEAN ODYSSEY
• WINE WITH DINNER • TRANSFERS & PORTERAGE OF BAGGAGE**



GRAND EUROPEAN VOYAGE

NICE TO LONDON - 26 DAYS - 02 JUN 2016

Your visits to France and England will offer two very contrasting gastronomic experiences: wine tasting at a Bordeaux chateau and indulging in a cream tea in Cornwall. Visit the D-Day invasion beaches on the Normandy coast of northern France and Winston Churchill's country house.

- **FREE economy flights from Australia*** to Nice, returning from London
- **26 day Fly/Cruise tour**
- **24 day cruise onboard Aegean Odyssey**
- **2 night post-cruise hotel stay in London**
- **17 included tours in 4 countries**



26 days from \$14,650* pp share twin, Premium Outside Cabin



THE BEST OF FRANCE & PORTUGAL

LONDON TO LISBON - 23 JUN 2016

Highlights: London, Dover, Honfleur, St Malo, Montoir de Bretagne, La Rochelle, Bordeaux, La Coruna, Oporto, Lisbon

- **12 day cruise onboard Aegean Odyssey**
- **2 night pre-cruise hotel stay in London**
- **1 night hotel stay in Chateaux Country**
- **2 night post-cruise hotel stay in Lisbon**
- **8 included tours in 4 countries**
- **Just 10% supplement for solo travellers**

17 days from \$5,950* pp twin share



SPAIN & HIGHLIGHTS OF MOROCCO

SEVILLE TO MALAGA - 26 OCT 2016

Highlights: Seville, Cadiz, Marrakesh, Casablanca, Fez, Tangier, Malaga

- **9 day cruise onboard Aegean Odyssey**
- **2 night pre-cruise hotel stay in Seville**
- **1 night hotel stay in Marrakesh**
- **1 night hotel stay in Fez**
- **9 included tours in 2 countries**
- **Just 10% supplement for solo travellers**

12 days from \$4,534* pp twin share

VOYAGES TO ANTIQUITY

**E: info@voyagestoantiquity.com.au | www.voyagestoantiquity.com.au
BROCHURES: 02 9959 1333 | TO BOOK: See your preferred travel agent**

*TERMS & CONDITIONS: All fares in Australian dollars, per person, twin share based on lowest available category & include all promotional savings & offers, onboard gratuities, air & port taxes (correct as of 08 Feb 16). Cruise only voyages based on Cat K Premium Inside cabins. Fly Free Grand Voyage based on Premium Outside cabin Cat H. Valid for new bookings only. Offer expires 30 Jun 16. Offers are capacity controlled & may be withdrawn at any time without notice & can't be combined with other offers. Cancellation penalties & conditions apply. FLY FREE offer is subject to availability. Airfares, cruise & accommodation prices based on specified booking classes, airlines, routings & departure dates. Valid for flights to/from Sydney, Melbourne, Brisbane, Adelaide & Perth. Solo occupancy is subject to availability and one selected cabin category, details and fare available on request. Pre & post hotel accommodation & transfers from airport/port/hotel offered on dates specified on itinerary only, ask for details. Onboard credit is in US\$ and cannot be redeemed for cash or used for further discount off cruise fare. It may be used for onboard services only and any unused credit will be forfeited at the end of the cruise. Prices based on payment by cash or cheque only. Travel agent service fees not included. Voyages to Antiquity reserve the right to change, correct errors, withdraw from sale any or all fares, itineraries, excursions & fees.



did you know that jito.co is
not a recruitment company?

“

we are similar to seek & indeed...
but **different...**

the global online platform
for jobs in our industry

”

[view jobs](#)

800 job seekers view jito daily!

search hundreds of jobs now

jobs in travel, hospitality & tourism