



French
TRAVEL CONNECTION

www.frenchtravel.com.au [CLICK HERE](#)

Travel Daily

First with the news

Thursday 7th January 2016



BREAKAWAY
International Travel Industry Club

ETIHAD
AIRWAYS
ABU DHABI

Industry Rates to worldwide destinations
with Etihad Airways
From **\$899*** pp plus taxes.
*Conditions apply.
Book Now!

[CLICK HERE](#) for further details

Webjet remains silent

TRAVEL agents are continuing to vent their distaste at Webjet's new TV commercials on the company's Facebook page, as revealed exclusively by **TD**.

Webjet continues to refuse to respond to the trade's reaction, despite **Travel Daily's** ongoing attempts since Mon seeking an official remark.

Interestingly, the share price of the listed Australian company has fallen over the past three days.

Flight Centre Tigerair JV

FLIGHT Centre Travel Group will "proactively promote" Tigerair Australia services under a new three-year strategic partnership (**TD** breaking news).

The agreement will see Flight Centre agents gain access to the low-cost carrier's full range of airfares and variety of optional add-on products.

Tigerair Australia ceo Rob Sharp said the deal was a "win-win" for both companies, admitting the arrangement is a "deviation" to the no frills airline's original "true low cost model", focused on self-service and direct online bookings via its website.

"It is also reflective of all the changes in the air at Tigerair".

"We are now working with a number of travel agents where it makes commercial sense, which is particularly important for our new Bali services commencing early next year.

Sharp said the deal provides multiple mutually beneficial sales and marketing opportunities.

"Flight Centre has some 1,500 retail and corporate travel shops and businesses in Australia alone and a dedicated sales team of 7,000 people committed to providing the best value airfare and travel deals.

"Not only does the partnership

open up new sales & distribution channels, it also helps drive awareness of the new-look Tigerair product and experience," the former Qantas exec said.

Sharp said the timing of the pact was ideal, coming ahead of TT's launch of short-haul international services to Bali in Mar, which are subject to regulatory approval.

"The new look Tigerair is now delivering on all fronts. It's a fantastic product that will provide Flight Centre customers with more value and choice than ever before," Sharp added.

FCTG chief executive officer Graham Turner said the travel juggernaut looked forward to developing ties more closely with Tigerair "to grow the market and help it achieve its aims as it enters its next phase of growth".

Tigerair Australia is the latest in a string of LCC's signing up to Flight Centre's distribution, with others including AirAsia and Scoot.

In Nov, Turner said the firm was "working progressively" with LCCs to increase sales in sectors that previously offered limited margin (**TD** 11 Nov).

New Insight boss

THE Travel Corporation today announced Virgin Australia regional mgr NSW Alex O'Conner will step into the vacated role of managing director for Insight Vacations Australia next month.

O'Connor has more than 15 years' industry experience, having held a number of positions at Air New Zealand and at Flight Centre.

TTC ceo Australia John Veitch said O'Connor's "excellent credentials" positioned her as the ideal fit for the role, "given her impressive leadership skills, proven sales expertise and strong business acumen".


Insight Vacations ceo John Boulding said: "Australia has always been an incredibly important market for us and with Alex now at the helm, we look forward to further strengthening our invaluable relationships with the trade."

O'Connor commences in the role on Mon 08 Feb.

Today's issue of TD

Travel Daily today has three pages of news a plus full page from: (**click**):

- AA Appointments jobs



AIR NEW ZEALAND

HURRY ENDS FRIDAY

Our **Epic**
New Year Sale
is back

To book refer to your GDS

A STAR ALLIANCE MEMBER

Travel periods and conditions apply

SIVB webinar promo

THE Solomon Island Visitors Bureau will hold a webinar on 19 Jan, providing the trade with an update on the latest happenings.

Sessions will be held at 08:30am & 10:30am and run for 20mins.

Participants can win also win a \$50 iTunes card - details **HERE**.



Creative Cruising

US\$150*
ONBOARD CREDIT

on all Royal Caribbean International AND Celebrity Cruises departing before 30 June 2016.

+ AGENT BONUS:
Earn a **\$50* Gift Card** on every cabin you book!

Deposit by 31 Jan 16.

[VIEW DETAILS >](#)



VERY VIETNAM

10 DAYS FROM \$2,379

Includes:

- Breakfast daily & selected meals
- Airport transfers
- 4 star hotels
- Deluxe junk boat
- Economy class flight Danang - Saigon
- Private a/c vehicles
- English-speaking, local guides

Why On The Go Tours?

- guaranteed departures with 2 pax
- group tours and tailor-made holidays
- average group size of 18
- authentic local experiences
- 3-5 star hotels

1300 855 684 onthegotours.com





Travel Daily

First with the news

Thursday 7th January 2016



Rail Europe buys Rail Plus

RAIL Europe has acquired full ownership of Rail Plus, effective 01 Jan, after obtaining the remaining 50% of the company from New Zealand-based Keryn Smith.

Rail Europe has owned half of Rail Plus since 1998 and Fabrice Morel, ceo of Rail Europe said the move is part of the company's strategy to "further progress the consolidation of Rail Europe Inc. (North America) and Rail Europe

4A (rest of the world) into a single entity".

"As Australasia is the second largest market for Rail Europe, it is a priority for us to strengthen our presence" Morel said.

For the Rail Plus team and all the company's trade partners in Australia and New Zealand, Morel said it is "business as usual".

By joining forces, the pair plan to grow rail sales in the region and Rail Europe will turn its focus to enhancing distribution tools and strengthening relations with trade partners.

VA high on OAG OTP

VIRGIN Australia has trumped rival Qantas for average On Time Performance (OTP) last year, a new global report has concluded.

According to the 2015 OAG Flightreview Punctuality League released overnight, VA was the 10th most punctual mainline airline for arriving flights at 88.56%, with Qantas 14th & only marginally behind at 88.08%.

At the head of the table for average OTP was airBaltic (on 94.39%), Copa Airlines (91.69%) and Japan Airlines (90.44%).

Azul (91.03%) was the leading low-cost carrier, followed by Norwegian Air Shuttle (86.67%) and GOL (86.45%), while Jetstar Airways (80.1%) was ranked 15th.

Japan Airlines leads the Asia Pacific region in 2015 with an OTP of 90.44%, with rival Japanese carrier All Nippon Airways second (89.65%), followed by Virgin Australia, Qantas and Air New Zealand (87.63%).

Etihad Airways was the most improved airline for OTP, lifting its average 15.2 points to 72.7%.

Qatar Airways (87.12%) was the only airline in the Middle East to make the top 10 airlines in the Europe, Middle East & Africa list, in 10th place, and mainline table, ranked 18th.

At 89.11%, Hawaiian Airlines was the leading carrier in North America, then Alaska Airlines, WestJet and Delta Air Lines.

On the airport front, Sydney was OAG's 5th highest "megahub" for on-time performance at 85.2%, just ahead of Singapore Changi, but behind leader Tokyo Haneda, Sao Paulo (both Congonhas & Guarulhos airports) and Minneapolis.

View the full report **HERE**.



Window Seat

A SCHNAUZER has managed to sniff his way into a holiday to Japan after stowing away in a suitcase, unbeknownst to his owner who lives in Hong Kong.

The dog reportedly managed to evade detection in both countries and was only found by the traveller when opening his luggage on 28 Dec, some 7hrs after initially packing his bag.

Unfortunately, the canine's trip was short-lived, with Japanese customs sending the dog home on 30 Dec.

Canada Corroboree 2016



4 TRIPS TO CANADA TO BE WON *conditions apply
AIR CANADA

- **NEW** Theme & format
- Lots of new Canadian Partners
- More agent participation & prizes to be won

ADL 02 Feb
MEL 03 Feb
BNE 08 Feb
SYD 09 Feb

explorez sans fin
Canada
keep exploring

Register **NOW** for the roadshow of the year!!

CLICK HERE

registrations close 22 Jan 2016

New SE Asia Sofitels

ACCORHOTELS has struck a deal with GuocoLand Limited to manage two new Sofitel hotels in Singapore and Kuala Lumpur, slated to open later this year.

Projects include the 222-room Sofitel Singapore City Centre at Tanjong Pagar Centre - located between Chinatown and the CBD - and the 312-room Sofitel Kuala Lumpur Damansara in Damansara City, Malaysia.

Both properties will be built as part of mixed-use developments.

EK doubles AMS A380

EMIRATES will deploy a second flagship Airbus A380 aircraft on the Amsterdam route effective 01 Feb, GDS displays indicate.

The move sees Emirates upgauge from Boeing 777-300ER aircraft to the superjumbo on flights EK149/150 for an indefinite time.

Effective the same date, EK's A380 operation between Dubai and Dallas/Fort Worth will be replaced by Boeing 777-300ERs.

New Year New Career?

Start planning your new business now

We offer 2 host options for your Home Based Business
Specialise in cruising or build your own brand

- ☑ Your own website
- ☑ Admin support & training
- ☑ Marketing done for you
- ☑ Your own Brand & Logo

visit joincruiseholidays.com.au or join.yourtravelcentre.com.au



Your Business. Your Brand

TravelManagers' recognition



TRAVELMANAGERS recently completed a round of bi-annual state meetings across Australia where the company recognised

MH baggage normal

NORMAL baggage allowance has been restored on all Malaysia Airlines' flights from Kuala Lumpur to London, Paris and Amsterdam (**TD** yesterday).



Industry Appointments

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

STR Global has appointed **Christine Liu** as Country Manager for China. Liu will be based in Beijing and joins STR having formerly worked for TSA Solutions as its Regional Director of Business Development for the Greater China market.

Pip Casey will head up **Tourism New Zealand's** UK and Europe operation. Bringing to the table 15 years of experience in brand marketing and commercial business planning, Casey has previously held positions for Fonterra, GlaxoSmithKline and Sainsbury's supermarkets.

Chris Allen has been promoted to Vice President of deployment and itinerary planning at **Royal Caribbean**, responsible for Royal Caribbean International, Celebrity Cruises and Azamara Club Cruises. He was previously Associate Vice President of global deployment and itinerary.

WS transatlantic push

WESTJET has announced it will convert current seasonal transatlantic flights from Calgary and Toronto to London Gatwick to year-round, effective 06 May.

Starwood record year

STARWOOD Hotels & Resorts last year achieved the highest number of signings and organic openings in the company's history.

In 2015, the company opened 105 hotels and 220 new hotel management and franchise agreements were signed, marking a 26% increase over the prior year.

Thomas Mangas, ceo of Starwood Hotels & Resorts Worldwide said in 2016 the company will work towards the merger close with Marriott.

Centara renamed

THAI company Centara Hotels & Resorts has rebranded as Central Hospitality International with effect this month.

The move aims to differentiate the corporate brand and its member hotel brands.

TIME scholarship

THE Travel Industry Mentor Experience (TIME) is calling for applicants for a \$1,000 scholarship contribution to the cost of the program.

The recipient of the scholarship will be part of Program 22, which commences 27 Apr.

The program costs \$1,900 plus GST and includes six months of mentoring for those looking to advance their employment prospects & grow their networks.

2016 EUROPE EARLY BIRD SALE



SAVE \$600 per couple on selected tours!

Ends 15 January 2016

[CLICK HERE FOR DETAILS](#)

ALBATROSS TOURS
Come share our love of Europe

Infinity's Inspired pick

INFINITY Holidays has released an "Infinity Inspired" range of properties which have been tested by Infinity staff.

The properties are three- to five-star and upon booking, Infinity will only pass on supplier fees.

Initially 10 properties in Bali, 10 in Phuket and 12 in Fiji have been chosen, with more to come, available on Infinity's portal.

Kenya-USA non-stop?

DIRECT commercial flights linking Kenya in East Africa with the United States could launch mid year, Kenyan government officials have announced.

Three years ago, Delta Air Lines planned to begin flying to Nairobi but ditched the idea due to security concerns.

Minister James Macharia said several airlines were interested in flying the Kenya-US route.

"We shall get direct flights to the US by May," Macharia added.



CLICK FOR MORE INFO AND THE LATEST SPECIALS TO MACAO



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, 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 WEEKLY

CRUISE travelBulletin

business events news

Pharmacy DAILY

Travel Daily TV



www.aaappointments.com.au



Want your career search handled confidentially? Call the experts!

JOIN THE LEADERS IN CORPORATE TRAVEL

CORPORATE SALES MANAGER

PERTH – SALARY PACKAGE \$75K - \$95K (OTE)

Your role will be managing an existing client base assisting in the ongoing growth of the brand, whilst also using your polished sales skills to achieve new business & continued growth. You will support the AM team managing an existing client base, together with working with the BDMS to achieve new business leads. You will be responsible for identifying growth opportunities & travel trends in the industry, together with devising strategies to build new business.

LOOKING FOR DIVERSITY?

CORPORATE ACCOUNT MANAGER – APAC

MELBOURNE - SALARY PACKAGE UP TO \$110K+

As a large market Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to C-Level executives. Join this top Corporate Travel Management Company today.

MEETINGS, INCENTIVES, CONFERENCES, EVENTS

PROGRAM MANAGER

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

This very reputable incentive, conference & event travel company are expanding! Servicing large scale conferences of up to 2000 people, this company has a strong client portfolio together with consistent new business coming on board. You will be responsible for the end to end management of various events and conferencing movements, building strong rapport with your dedicated portfolio of clients. Similar experience essential.

MANAGE A MULTI MILLION \$ BUDGET

HEAD OF MARKETING – GLOBAL BRAND

SYDNEY – EXECUTIVE SALARY PACKAGE

This position is perfect for a talented senior marketing manager who has led a large marketing division and managed an extensive marketing budget. Focusing on B2B and B2C marketing strategies across Trade, Print, and Digital you will be responsible for designing and executing national marketing campaigns. Initially a 12 month contract, this will provide you with the unique opportunity to represent on the world's favourite travel brands.

PREMIUM HOTEL GROUP

REGIONAL HEAD OF SALES & MARKETING

SYDNEY- SALARY PKGE UP TO \$160K + BONUS

Our client, an established hotel group, is looking for a talented regional head of sales and marketing to manage NSW and ACT region. Devising and implementing sales strategies, you will come from a strong background in managing large sales teams, dealing with corporate, consortia and leisure markets. Executive base salary plus generous bonuses and excellent progression await you! Apply today!

AIM HIGH – LARGE MARKET ONLY

CORPORATE TRAVEL STRATEGIC SALES MANAGER

SYDNEY & MELB- PACKAGE CIRCA \$150K+

If you consider yourself a consummate professional in Sales with experience in the Corporate TMC market, we have 3 prestigious new roles available now with one of the most dynamic TMCs in the business. Targeting mid to large markets, you must be driven by winning new business and achieving targets. You will be rewarded with a top salary, generous KPI bonuses plus amazing benefits & incentives. Get in quick before these roles disappear.

ARE YOU A NURTURING SOUL?

CORPORATE ACCOUNT MANAGER

SYDNEY- SALARY PACKAGE UP TO \$120K+

As a large market Corporate Account Manager you will be responsible for the regional program with the objective of being strategic, growing revenues, increasing margins and building and managing good client relationships to retain the business. To do this, you will have a thorough knowledge of corporate travel as well as having professional communication, presentation & negotiation skills to deal with people at all levels up to executives.

DO YOU LOVE THE THRILL OF THE SALE?

BUSINESS DEVELOPMENT MANAGER

BRISBANE – UP TO \$80K ++

Exciting opportunity to join this industry leader. You will be responsible for identifying & converting new business opportunities across Queensland & Northern NSW, building strong relationships, negotiating contracts, upselling & cross selling to drive the best revenue outcomes for the business. Great package based on experience. Experience as a successful BDM essential + great negotiation & presentation skills along with proven ability to reach sales targets.

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