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# Travel Daily

First with the news

Thursday 16th June 2016

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travel connection

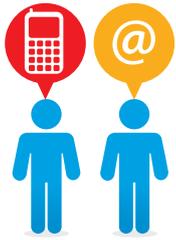
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## CATO agent interaction

GREATER engagement with travel agents is a key initiative the Council of Australian Tour Operators (CATO) will aspire to achieve over coming months, as the organisation continues to build awareness in the industry.

CATO gm Peter Bailey says the introduction and adoption of registration numbers for full members (*TD* 26 Nov) has been well received, telling *Travel Daily* the initiative provides a "hard profile" for travel agents.

Bailey said a trade marketing push has been instrumental in attracting agent interest.

"The campaign has been very successful, drawing agent awareness of CATO members who have a registered number.

"Especially in this era of

deregulation, we are providing members with the accreditation and quality required by travel agents to feel much more secure in their bookings," Bailey said.

He told *TD* CATO has tapped into reserves to develop a brand new website purely for members that will launch by Aug, giving other companies another reason to "come on board".

The interactive portal aim is about "increasing awareness, particularly for travel agents, to make them feel comfortable and want to book with a CATO member," Bailey explained.

Other flagged initiatives for the group include more seminars and expos - more on **page six**.

### NTIA after party back

THIS year's AFTA National Travel Industry Awards in Sydney will see the return of the Singapore Airlines backed After Party after a 12 month hiatus (see **cover page**).

Location details of the After Party remain secret, but what is known is doors will open at 10pm with the venue overlooking Darling Harbour.

### Today's issue of TD

*Travel Daily* today has nine pages of news, including a photo page for **RCCL**, a front cover wrap for **NTIA** plus full pages from: (**click**)

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## SIA ramps up US fits

**SINGAPORE** Airlines is adding new daily non-stop services to San Francisco using Airbus A350-900 aircraft, starting 23 Oct.

SQ already operates twice daily flights to San Francisco from its Singapore home, connecting via the hubs of Hong Kong and Seoul Incheon (INC).

Effective the same date, the Star Alliance carrier will rejig its SIN-INC-SFO service to instead operate to Los Angeles, creating a second daily option to LAX.

The non-stop SIN/SFO will be SIA's longest flights, covering around 8,451 miles.

**MEANWHILE**, Singapore Airlines has made the "difficult decision" to scrap services to Sao Paulo in Brazil due to the "sustained weak performance of the route".

SQ's current thrice weekly ops from Barcelona to Sao Paulo will be suspended effective 20 Oct.

The Singapore-Barcelona flights will continue to operate.

## Helloworld nab FCM exec

**HELLOWORLD** Limited has enlisted ex Flight Centre Travel Group exec Gregory Lording as group general manager wholesale, replacing Peter Egglestone who resigned recently (**TD** 13 May).

Lording was with Flight Centre for 15 years, three of which were spent as president of the group's corporate division for the Americas, managing operations in North and South America.

Most recently, Lording was Global Leader of FCM Travel Solutions.

His appointment completes the restructure of Helloworld's senior management team within the wholesale division, following the recruitment of Joe McCormack as gm procurement and David Green as gm sales, coupled with Jason Buckley in New Zealand and Gary Goldner in Los Angeles, overseen by Cinzia Burnes.

Helloworld chief Andrew Burnes said the gm wholesale role was

"vital" within the travel firm.

"The Helloworld wholesale business across Australia, New Zealand and the United States are an integral part of our travel distribution business."

Burnes said he was confident under Lording's leadership HLO would continue to provide "outstanding products and services to our agency networks".

"Our agents need a very comprehensive range of product at competitive prices backed by great customer service, 24/7 on the ground assistance for pax and access to a wide array of sporting and other events together with experiential product," he added.

Burnes thanked Egglestone for his business leadership over the past four years, saying he had performed a "tremendous job steering the wholesale business through a difficult transition period for Helloworld Limited".

## Buffalo Tours gm

**DESTINATION** management company Buffalo Tours has today confirmed the appointment of Greg Martin as sales office general manager in Australia.

Martin possesses 25 years of wholesale travel experience in the local market, including a long stint at Adventure World.

His appointment with the Asia-based DMC supports growth with new wholesale partnerships, including Scenic, Wendy Wu Tours and Topdeck.

## New Cal comp winner

**CONGRATS** to Natalie Horton from helloworld Toowoomba Town Hall who took out last month's **Travel Daily** comp to win a trip to New Caledonia.

Courtesy of New Caledonia Tourism and Aircalin, Natalie has won a trip for two to the South Pacific destination, including five nights accom, a golf package and return airport transfers.

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**NEW! Skydive Industry Rates.**  
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premium skydiving locations across Australia.  
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\* Conditions Apply.

[CLICK HERE](#) for further details

## Aussies flood back to Bali

**AUSSIERS** are heading to Bali in droves, with the latest foreign tourist arrival stats from Bali Govt Tourism Office showing 14,676 more Australians arrived in the Indonesian hotspot in Apr this year, compared with Apr 2015.

Apr saw arrival numbers from Australia boosted from 76,844 in 2015 to 91,520 in 2016, a whopping increase of 19%.

Up until Apr, 334,520 Aussies opted to visit Bali, an additional 20,599, or an increase of 6.2%.

Making up 22.74% of arrivals this year-to-date, Australia is only rivalled by the Chinese, who's arrivals make up 21.45%, tailed by Japanese arrivals at 5.16% and Bali's northern neighbour, Malaysia at 3.83%.

In Apr 2016, China arrivals jumped 23% to 66,848.

## NF ups NKL-VLI flight

**AIR** Vanuatu is adding a fourth weekly flight to operate on Tue from Auckland to Port Vila.

"The Vanuatu Tourism Office has launched a new campaign to encourage Kiwis to 'discover what matters' in Vanuatu," said Air Vanuatu ceo Joseph Laloyer.

"We are anticipating strong growth for the second half of the year as a result of the campaign and our additional services from Auckland," he added.

## Skydiving mates rates

**MEMBERS** of Breakaway Travelclub can now access discounts of up to 25% off at Skydiving Australia's locations across Australia and New Zealand.

The discount is valid for members and a family member or friend.

Locations available include St Kilda Beach, the Great Ocean Road, Cairns, Mission Beach, Brisbane and Wollongong.

## Booking Boss Next

**AMADEUS** has announced Australian start-up Booking Boss will join the Amadeus Next community.

Booking Boss ceo Renee Welsh commented that she felt honoured to have been selected to participate in the program.

"We joined because the opportunity provides us with direct insight and mentoring from one of the largest travel technology organisations in the world," Welsh said.

Booking Boss hopes to achieve integration with Amadeus tech and increase brand visibility.

## Tourism Fiji shake-up?

**TOURISM** Fiji is expected to shortly announce a number of changes to its board of directors.

*Travel Daily* understands the shake-up may incorporate the appointment of a new ceo, however Tourism Fiji was unable to confirm details as this time.



## Window Seat

**IN CELEBRATION** of King's Day in Amsterdam, KLM Royal Dutch Airlines has refreshed the livery of its Boeing 777-300ER aircraft, this week revealing a bright orange plane.

Last year, the carrier asked via Facebook: "Should we colour orange next year on King's Day? #OrangeExperience", and with 30,000 likes and 2,500 positive responses, the Dutch carrier did exactly that.

Alongside the new paint job, the sole 777-300ER was also decked out with a brand new Business Class offering.

Watch the dramatic orange jet reveal by [CLICKING HERE](#).



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## SKAL's Big Fat Greek luncheon



SKAL Sydney North Club hosted a joint SKAL Clubs of Sydney lunch yesterday at Sydney's premier Greek restaurant Aesop.

Members of Sydney North joined with the SKAL Clubs of Sydney and Sydney South for this annual event, raising funds for charitable causes in Cambodia.

Guest speaker on the day was AFTA ceo Jayson Westbury who announced the latest ATAS consumer marketing activity utilising a 15 second commercial

online has already achieved 2.4 million views in just four weeks.

Plans are underway to roll out another round of television commercials in Sep, encouraging consumers to book with an ATAS accredited agent.

**Pictured** are Scott Thompson, president SKAL Sydney North; James Gamvrogiannis, Aesops; Jayson Westbury, Marios Taras; president, SKAL Sydney South and Sue Francis, president SKAL Sydney.



## Etihad VAH statement

ETIHAD Airways has responded to Virgin Australia's proposed plans to offer one-for-one non-renounceable pro-rata entitlement to shareholders at AU\$0.21 per share (**TD** yest).

"We are fully committed to this partnership [with VAH] and to remaining as a shareholder," an Etihad spokesperson said.

"We will continue to review our option to take up the pro-rata entitlement and will announce our decision at the appropriate time," the Gulf carrier added.

Yesterday, Virgin Australia said the plan has received support from shareholders Singapore Airlines, HNA Innovation, Virgin Group, Nanshan Group & Air NZ.

## Tahiti travel planner

**TAHITI** Tourism's latest travel planner featuring detailed information about Tahiti's five island groups, including accom, activities and dining options is now available - download **HERE**.

## Cruise Critic awards

A **NEW** awards program for cruise lines is set to be launched by [cruisecritic.com.au](http://cruisecritic.com.au) for the first time in the Australian market.

Already established in the US and European regions by the TripAdvisor-owned cruise website, the inaugural *Australian Editors' Picks Awards* will be released in Oct this year.

Awards will be selected based on the expert knowledge, insight and experiences of the local editorial team, headed up by Cruise Critic Australia editor, Louise Goldsbury.

Speaking to **Travel Daily** at a Cruise Critic function in Sydney last night to recognise cruise partners, Goldsbury (who herself has cruised a whopping 55 times), said the *Editors' Picks Awards* would be seen as a "stamp of approval" for cruise companies.

The company also plans to roll-out a localised version of the *Cruisers' Choice Awards* in the future, Goldsbury told **TD**.



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## AC launch YYZ/WAW

AIR Canada Rouge has begun new seasonal services to Central Europe, with flights between Toronto and Warsaw - the only airline offering non-stop services between Canada and Poland. Flights operate 4 times weekly.

## CHOICE's best family holiday destinations

CONSUMER group CHOICE has unveiled a report on the top tropical holiday destinations picks for Australian families.

The Gold Coast has been named the "indisputable number one domestic beach holiday destination" for Aussie families; whilst Bali has come in as the most visited overseas tropical destination with 810,000 Aussies holidaying in Indonesia last year.

Thailand welcomed 395,000 holidaymakers last year, putting it in second place in the international tropical getaway stakes, with Fiji coming in next with 205,000.

## Malindo Air special

MALINDO Air's mid year special is now underway, with airfares for both Business and Economy class slashed until 30 Jun.

Economy flights from Perth to Kuala Lumpur start from AU\$199.62, whilst trips to Saigon begin at AU\$229.62.

Travel validity is from now until 31 Oct, with services to be operated on a Boeing 737NG aircraft - **CLICK HERE** for more.

## SE announces Cuba

XL AIRWAYS France will begin a once-weekly flight to Cuba on the Paris CDG-Cayo Coco-Santa Clara-Paris CDG triangle flight and Paris CDG-Varadero route from winter, travel agent GDS displays show.

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## Excite Hols convene in the dunes



EXCITE Holidays' mid year Global Sales Conference was this year hosted at the Oberoi Hotel in Dubai.

Held from 30 May to 05 Jun, keynote presenters at this year's conference included IMG World of Adventures, Oberoi Hotel, Dubai Parks & Resorts, Dubai Opera and Dubai Tourism.

Additionally, the team were also lucky enough to take part in a series of familiarisations to learn more on all the emirate destination had to offer.

Highlights of the famil included a Bateau Dubai dinner cruise, Arabian Adventures desert

sudowner and heritage city tour, shopping at Dubai Mall, Burj Khalifa Sky Deck experience and a tour of the Aquaventure waterpark.

**Pictured** enjoying the delights of the desert with Arabian Adventures are (from left back row): Paul Groundwater, Alana Elphick, Jacqui Shelly, Andrew Yell, Brooke Brindle, Adrian Mrpole, Lisa Faruggio, Mark Morrow, Sheree Pekovich, Sally McCallum, Tahra Hawa, (front row) Jennifer Gaskin, Samantha Davies, Jacqueline Tugala, Danielle Caltaux, Maral Karboushian.

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## CATO looks to build profile



**THE** Council of Australian Tour Operators (CATO) held its AGM last night in Sydney, with 65 members in attendance.

The 2015/16 year saw the launch of a three-year strategic plan, the CATO Crisis Management Forum held in Mar, CATO Registration Numbers for Full Members rolled out & the launch of an advertising campaign.

Full member numbers reached 70, with four new members joining since the start of the financial year including JTB Travel, InterAsia Tours, Tucan Travel and 56th Parallel.

Tourism Offices & Associate Members decreased to 25 during the year and the council achieved a surplus of \$1,307 - a turnaround of almost \$2,300 on the PCP.

In the year ahead, CATO will hold a half day seminar focussing on business insurance coverage and drive to build membership.

"CATO's aim for the coming year is to increase the professionalism of its members, represent their interests and minimise the risks of doing business for members and to build the profile and value of being a CATO member," chair Dennis Bunnik said.

The CATO committee are **pictured** - from left are Martin Edwards, Bench International; Greg Carter, Chimu Adventures; Halina Kubica, Greece & Med Travel Centre; Peter Baily, CATO gm; Anne Marie Mitchell, GET; Julie King, Dubai Tourism; Dennis Bunnik, Bunnik Tours and David Walker, Sno n Ski.

## Dream Hotel invests

**DREAM** Hotel Group LLC has inked an agreement to develop a Dream Hotel in Qatar, marking the first hotel in the Middle East for the group.

The company has also revealed a \$1.5b investment in new hotel development, including five hotels in the United States.

## Empire State app

**VISITORS** to the Empire State Building can now be guided though the observatory's exhibits and views using an official Empire State Building Observatory Experience app launched yest.

The app also provides in-depth info on the building's history.

## FJ launch SFO route

**TONIGHT** Fiji Airways' first direct flight to San Francisco from Nadi will take to the air, kicking off twice-weekly operations using Airbus A330 aircraft.

The new service will fly on Thu and Sun and operate seasonally, from Jun-Aug and in Dec & Jan, in line with US vacation periods.

Fiji Airways is offering special deals from Australia to Nadi, Fiji starting at \$244 one way, bookable until 30 Jun for travel up until 31 May.

Also on offer until 03 Jul is Sydney, Brisbane and Melbourne to San Francisco, via Nadi, starting at \$999 return, for travel up until 15 Aug this year.

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## Caravanning trend

**CARAVAN** and camping holidays in NSW have seen a 16% year-on-year spike, according to The latest National Visitor Survey. The survey revealed Aussies are spending 15.7 million visitor nights caravanning and camping with domestic travellers increasingly looking to outdoor activities such as bush walking, trips to botanic gardens and going to the beach.

## Tigerair EOFYS sale

**TIGER** Australia is offering up to 40% off network-wide as part of an 'End of Financial Year Sale'. The bargain tickets, available until midday tomorrow include domestic and international routes for travel between mid-Jul and mid-Dec this year. One way fares from Perth to Denpasar start at \$99 and Sydney to the Gold Coast kick off at \$39.

## Air NZ May figures

**AIR** New Zealand saw favourable market conditions last month with passenger numbers up 4.1% from May 2015 and group load factors jumping 0.3 percentage points to 80.4%

The kiwi flag carrier transported 1,071,000 passengers last month with revenue passenger kilometres (RPK) up 7.3% on a capacity (ASKs) increase of 6.9%.

Tasman/Pacific demand (RPKs) increased by 5.3% while capacity (ASKs) increased by 7.3%.

Load factor on the same route dropped 1.6 percentage points to 81.5%.

Long haul passenger numbers also spiked 7.5% compared to May the year prior with demand (RPKs) up 8.9% and capacity (ASKs) up 7.0% with load factor at 79.7%, up 1.4 percentage points.

Short haul demand saw a smaller rise with passenger numbers up 3.6% overall with domestic market demand (RPKs) and capacity (ASKs) up 4.9% and 6.2% respectively.

Group wide yields for the financial year to date dropped 1.6% on the same period in 2015.



## 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](mailto:appointments@traveldaily.com.au).

Head of Tourism at Auckland Tourism, Events and Economic Development **Jason Hill** has been elected to the **Pacific Asia Travel Association (PATA)** board for a two-year term.

Hong Kong's five star **Harbour Grand Kowloon** has appointed seasoned hotelier **Peter Pottinga** as general manager.

**Coral Expeditions** in Cairns has created two new roles as it enters a "significant growth phase". **Elizabeth Webb** has been appointed as Sales Distribution Manager and **Jasmin Budden** has been chosen as the new Branding and Communications Specialist.

**Jetstar** has appointed **Phil Wade** to the Chief Marketing Officer role commencing 01 Jul. His appointment follows current marketing chief **Liz McCarthy's** move to head up the Jetstar Group's Customer Care and Shared Services functions across Asia Pacific. Wade joined the Qantas Group in 2015 to run the hotels platform for Qantas and Jetstar, Hooroo.

Tourism veteran **Colin Hughes** has been appointed to the Board of **Skydive the Beach**. Hughes brings over 40 years' experience to the role through a variety of senior aviation and tourism management positions.

The **South Pacific Tourism Organisation** will have a new Chief Executive Officer. **Christopher Cocker** has vast regional experience in trade, investment and regional tourism having worked at the Pacific Trade & Invest Auckland office and Pacific Community.

The **Exhibition and Event Association of Australasia** has welcomed a new board following the appointment of its new President and Vice President. New board members include **Jim Delahunty**, Exponet; **Peter King**, Melbourne Exhibition and Convention Centre; **David Longman**, Diversified Communications Australia; **Helen Mantellato**, International Convention Centre Sydney; **Robert Moore**, Agility Fairs and Events; **Matt Pearce**, Talk2 Media and Events and **Peter Thorpe** from Sydney Showgrounds.

**Jill Fefferis** has been named the **Association of Corporate Travel Executives'** new Director of Global Engagement, effective 13 Jun. Jefferis will be tasked with leading the association's global education and member engagement programs.



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Please note: Applicants must be available for interviews the week commencing 4th July 2016.

## EK Philharmonic pact

**EMIRATES** has signed a new three-year sponsorship deal as the official airline of the New York Philharmonic.

The pact includes ticket and hospitality experiences at Lincoln Center's David Geffen Hall and the New York Philharmonic Concerts in the Parks.

## Banff Film Festival

**THE** Banff Mountain Film Festival is returning to Mt Buller in Victoria for the eighth year on Sat 25 Jun.

Mountain adventure films will screen at Mt Buller Cinema from 7pm with tickets \$30.50 for adults & \$20.50 for kids; they can be purchased online **HERE**.

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# RCI Celebrates: 6 months til Supercruising Arrives



**LEFT:** Jess from Royal Caribbean International trials the FlowRider with crowds watching.

**A LUCKY** group of Aussie and Kiwi agents cruised onboard Royal Caribbean's all new *Ovation of the Seas* on a three day sampler from Singapore last week, counting down to the newbuild's arrival to her new Australian home in Dec. Australia's newest, biggest and most technologically advanced cruise ship hosted 85 agents and their guests, who were treated to a special six month sneak preview of the ship.

Agents had the chance to feel the wind beneath their wings on the iFly skydiving experience, go rock climbing, surf the perfect break on the FlowRider surf machine, test their skills on the roller skating rink and drive on the wrong side of the road in the bumper cars at SeaPlex. Those seeking a more relaxing cruise experience dined at the 18 different restaurants and cafes, enjoyed a cocktail mixed perfectly by a robot and experienced the very best views at sea from the North Star glass viewing pod, 90 metres above the ocean.



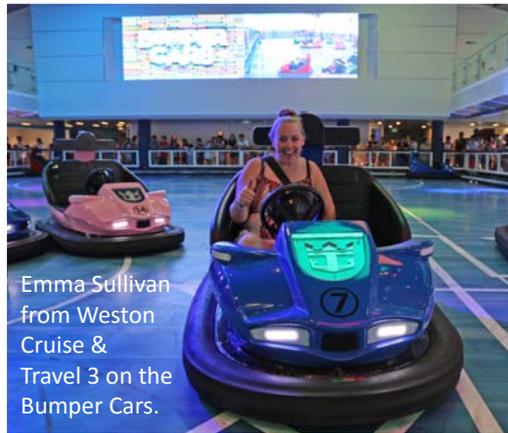
Michelle Stedman and Amy Stedman from helloworld Winston Hills with Peter McCormack, RCI Head of Sales Australia & NZ.



The North Star.



**ABOVE:** Janet from IN2 Travel & Cruise with RCI staff (Singapore markets) - explore Singapore's Chinatown.



Emma Sullivan from Weston Cruise & Travel 3 on the Bumper Cars.



**LEFT:** RCI's Nicole with Robert Ehemann from Tripaway Cruise & Travel Tweed Heads.

**ABOVE:** Janet from IN2 Travel & Cruise gets a lesson from RCI's Wendy on the Bionic Bar.



Donna Barlow from Donna Barlow Travel with Jess from RCI in the Schooner Bar.



**RIGHT:** Marita Lam from CruiseCo with RCI staff Miranda, Jess, Wendy and Nicole in Wonderland.



# Win a trip to Germany

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Lufthansa is giving **TD** readers the chance to win a Famil Trip for two to Frankfurt, valued at over \$5,000. The prize includes:

- Two return Economy Class to Singapore and Lufthansa Premium Economy class ticket to Frankfurt
- 5 days within 1 month German Rail Pass in First Class
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- 2 Nights Hotel accommodation in Frankfurt, a City Tour, and 2 Day Frankfurt Public Transport Card

Click **HERE** to learn more about Lufthansa Premium Economy Class and visit **www.Germany.travel** for more information.

To win, have the most correct answers and the most creative entry to the final question. Send them to **lufthansa@traveldaily.com.au**

Q11. Can you travel round-the-world on Lufthansa Premium Economy?



## Novotel Hyderabad

**ACCORHOTELS** has renewed its partnership with Cyberabad Convention Centre to manage Novotel Hyderabad Convention Centre and the Hyderabad International Convention Centre in India.

The hotel juggernaut also announcing a refurbishment program for the hotel and the convention centre.

## Cars on Cheapflights

**ONLINE** travel aggregator Cheapflights has added car hire to its flight and holiday package search functionality.

Users can access 1,500 car rental companies in 174 countries courtesy of the company's new pact with CarTrawler.

Car rentals are now available on the Cheapflights desktop and mobile websites.

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## MID YEAR PROMO & LUCKY DRAW

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**Street address:** Suite 1, Level 2, 64 Talavera Rd, Macquarie Park, NSW, 2113 Aust.  
**P:** 1300 799 220 (+61 2 8007 6760) **F:** 1300 799 221 (+61 2 8007 6769)

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**Publisher/Managing Editor:** Bruce Piper **Editor:** Guy Dundas **Editorial email:** [info@traveldaily.com.au](mailto: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](mailto:advertising@traveldaily.com.au)  
**Business Manager:** Jenny Piper - [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

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Thursday 16th Jun 2016

Travel Daily  
First with the news



**FLAMENCO** dancers, sangria, paella and churros made the perfect accompaniment for a night of Spanish-themed celebration to mark the launch of Cathay Pacific's four weekly direct flights from Hong Kong to Madrid.

Media gathered together at Verona Cinema Paddington last night for a mini-fiesta followed by a screening of *The Spanish Affair 2*.

Cathay Pacific inducted flights to MAD at the start of the month.

"We're excited that Madrid has become our tenth destination in Europe," Cathay Pacific's sales and marketing manager Australia, Richard Jones said.

The entire travel time from Australia to Madrid on board the carrier's Boeing 777-300ER, including the lay-over in Hong

Kong, is now less than 24 hours.

CX operates more than 70 flights every week from Australia to Hong Kong, making the direct flights to Madrid an ideal way for Aussie travellers to get to Spain.

"Hopefully this will raise friendship and relations between Australia and Spain," Consul General of Spain in Sydney Álvaro Irazo", said.

CX also spoke of their new site [residentoftheworld.com.au](http://residentoftheworld.com.au) - a travel hub for sharing travel stories and advice.

**Pictured** at last night's event are Victor Ugarte, Spain's Cultural Attaché in Sydney; Nelson Chin, Cathay Pacific; Álvaro Irazo, Consul General of Spain in Sydney; Richard Jones, Cathay Pacific & Alberto Cerdan, Trade Commission of Spain in Sydney.



## Corporate Consultant

Goldman Travel Corporation, a leading travel management company located in Sydney, is looking for an experienced Corporate Consultant to join our dynamic team in our Bondi Junction office.

Applicants must have the skills to work autonomously and be totally focused on customer care. Sabre/Tramada is an advantage, but not essential.

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**If you believe this role is right for you or request further information, send through your resume or contact David Goldman at [david@goldmantravel.com.au](mailto:david@goldmantravel.com.au) or (02) 8333 7700.**

**All applications and contact will be treated as confidential.**





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Offer valid for travel between 1 July to 31 July 2016 for new bookings only. Travel dates must include a stay over one of the following Saturdays: 2, 9, 16, 23 or 30 July 2016. Rate listed is based on a minimum two-night stay in Heritage Villa on twin-share basis including Christmas Degustation Dinner, wine and cheese tasting session and festive bonfire, gourmet breakfast, lunch and dinner daily, non-alcoholic beverages and a select range of regional wines and beer with meals, One&Only Spa treatment credit to the value of \$200, an exclusive gift and two on-site nature-based activities per day from the scheduled complimentary inclusions. Rates are quoted in Australian dollars inclusive of GST and subject to change without notice.



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### TAKE A STEP UP INTO SALES

**BUSINESS DEVELOPMENT EXECUTIVE**  
**BRISBANE – SALARY PKG UP TO \$65K**

Love the thrill of the chase? Looking to take your hospitality sales career to the next level. Here's your chance. This Brisbane based boutique hotel is looking for a successful sales executive to join them. Variety will be the key to this role as you identify and build relationships across a variety of market segments. Your strong negotiation skills and ability to close the deal will see you successfully achieve sales targets and increase hotel revenue.

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**PERTH, MELBOURNE - SALARY PACKAGE \$80K+ OTE**

Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts with a lucrative salary package plus commission. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

### AIM HIGH – SME AND LARGE MARKET

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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 TWO 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. Contact us to find out more.

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**IMPLEMENTATION/SYSTEMS CONSULTANT**  
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Our client is looking for an experienced travel candidate to assist them implementing travel and expense services to their clients. You will be responsible for working closely with sales & the client, configuring, project managing and implementing the new technology services along with providing training & ongoing support. Experience in travel management systems including GDS & OBT's, excellent organisation, time management & customer service skills.

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### ACCOUNT MANAGEMENT AT ITS BEST

**CLIENT RELATIONSHIP MANAGER – BOUTIQUE**  
**SYDNEY- EXECUTIVE SALARY PACKAGE**

As a 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 executives. A strong understanding of GDS will be beneficial, apply today.

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