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# Travel Daily

First with the news

Wednesday 22nd June 2016

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## HX 3 weekly OOL/CNS

**HONG** Kong Airlines is jacking up frequencies on the Hong Kong-Gold Coast-Cairns-Hong Kong triangle service in Sep and Oct.

According to GDS displays, HX will increase services from twice to thrice weekly over the period.

## Helloworld ink QF, JQ deal

**JETSTAR** will enter the travel distribution space in Australia for the first time having reached a commercial arrangement with Helloworld (**TD** breaking news).

The one-year deal with the low-cost carrier takes effect 01 Aug and will complement a new pact struck between Helloworld Limited and Qantas Group.

Building on its existing deal with Qantas, Helloworld Ltd retail and wholesale arms will continue to work together with Qantas for two further years, from 01 Jul.

"Both deals will create new business benefits and opportunities for Helloworld," the listed travel company said.

Helloworld ceo and managing director Andrew Burnes said the group's 1,600 members in

Australia and New Zealand will benefit from the agreements.

Qantas ceo Alan Joyce said the deals "go a long way toward strengthening our relationship with Helloworld as their number one airline supplier".

"It also allows us to commence a range of joint marketing and sales activities as well as investigate new commercial opportunities that benefit our businesses," Joyce added.

Helloworld cfo Michael Burnett told **Travel Daily** the deal "gives our network an incentive to sell Jetstar" and that the wider pact with Qantas Group - "one of our biggest suppliers" - has been a top priority for Burnes since taking over as ceo/md of the group.

## New Cal off Zika list

**NEW** Caledonia has been removed from the Australian Govt's list of countries that are experiencing Zika transmissions.

DFAT said no new cases of Zika virus have been reported in New Caledonia in the past 2 months.

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## VA Zika Bali waiver

**CUSTOMERS** booked on flights to Bali with Virgin Australia concerned by the govt's Zika virus alert for Indonesia (**TD** yest) have the option to postpone travel.

Virgin Australia yesterday issued a waiver code of 'BW000007' for passengers holding a valid 795 ticket issued to Denpasar (Bali) on or before 21 Jun.

Customers can alter their travel dates to Bali by no longer than 14 days from the original travel date, defer travel to a different destination, or can cancel their itinerary and retain the value of the ticket as credit for one year.

## Webjet sale complete

**ONLINE** travel agent Webjet says it has successfully completed the acquisition of New Zealand based B2C business, Online Republic group of companies.

Online Republic will increase Webjet's presence in the online car rental, motorhome and cruise sectors of the market (**TD** 06 Jun).

### Today's issue of TD

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

- Albatross Tours
- AA Appointments jobs
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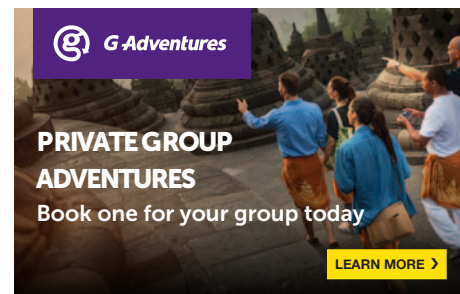


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## Hawaii roadshow

**HAWAII** Tourism Oceania has issued a 'save the date' call for its annual 'Meet Hawai'i Roadshow', MICE-focused travel showcase.

Events are scheduled to be held in Sydney on 29 Aug and in Melbourne on 30 Aug.



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## Tourism Fiji appoints ceo

**THE** Fiji Govt yesterday formally announced it has appointed Matthew Stoeckel as its new chief executive officer for Tourism Fiji with immediate effect.

Stoeckel possesses "unique experiences and perspectives to tourism development from his previous engagements", the Fiji Government said on Facebook.

According to his LinkedIn account, the Australian has held the role of senior zone manager for Greater Sydney

with Destination NSW and was a senior consultant at TRC Tourism.

Fiji Tourism Minister Faiyaz Siddiq Koya said the government is looking forward to "the growth of tourism in Fiji and in particular, to strengthen Tourism Fiji in its role of destination branding and tourism awareness to generate visitor arrivals, increase length of stay and increase earnings for Fiji's leading industry".

Stoeckel's appointment comes ahead of the announcement tonight of Fiji's 2016 Budget.

In other changes at Tourism Fiji, Fiji Airways managing director Andre Viljoen will take the place of Truman Bradley as executive chairman, who is returning to Investment Fiji.

Imminent changes at Tourism Fiji were first flagged by **Travel Daily** last week (**TD** Thu).

## Scenic NTL options

**SCENIC** is now offering guests flying to Europe in 2017 on select river cruises the option to book flights from Newcastle Airport under a new arrangement with Singapore Airlines.

Customers from the Newcastle/Hunter region can fly from NTL via Brisbane with SQ's codeshare partner Virgin Australia to a number of European cities.

Scenic gm sales & marketing Michelle Black said Newcastle-based guests can now avoid the long road-trip to Sydney Airport, with the option available to pax flying Economy class.

Unlimited free parking at NTL is also available to Scenic's first time & Gold members, while limo transfers to Newcastle Airport are offered to Platinum, Diamond & Emerald status members, plus those customers who booked the Diamond Deck Suite offer.

## VA tops OTP in May

**VIRGIN** Australia achieved the best on-time performance (OTP) for arrivals and departures among major domestic airlines last month, data released today by the Bureau of Infrastructure and Regional Development shows.

VA's aircraft pushed back on-time at the rate of 90.1%, followed by Qantas at 89.0%, while 91.1% of Virgin's services arrived on-time, compared to QF's rate of 90.5%.

Jetstar had the lowest on-time arrivals and departures in May.

## QF secretary named

**QANTAS** this morning advised shareholders it has appointed Anna Pritchard as company secretary following the resignation of Sarah Udy.

Pritchard is also head of legal, Competition at Qantas.

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## Westin into Coolum, Qld

**STARWOOD** Hotels & Resorts Worldwide has inked an agreement with Sekisui House Australia to plan and operate The Westin Coolum Resort & Spa on Queensland's Sunshine Coast, marking the entry of Westin's Resort brand in the country.

When it launches in 2021 at Yaroomba, the beachfront property will be the first new build 5-star hotel in 27 years to open on the Sunshine Coast.

The 220-room hotel will sit less than 200m from the beach and forms part of a proposed mixed use development featuring retail shops and boutiques, along with luxury apartments.

Facilities will include four dining venues, The Heavenly Spa by Westin, an infinity edge swimming pool, a kids' swimming pool, WestinWORKOUT studio and Westin Kids Club.

The resort will also feature 850m<sup>2</sup> of conference and event

space, including pre-function areas, a large flexible ballroom, which can be divided into three zones, plus a chapel.

It will be Westin's first resort style property in Australia and one of very few int'l branded beachfront resorts in the country.

"The Sunshine Coast accom market continues to get stronger and the timing of The Westin Coolum Resort & Spa is perfect given the growing visitor numbers and appeal of this destination, especially with the proposed expansion of the Sunshine Coast Airport," said Andrew Taylor, director of Acquisitions & Development for Starwood Hotels & Resorts Pacific.

The property will be located nearby the Palmer Coolum Resort (ex Hyatt Regency Coolum), which closed its accom and conference component in Mar 2015 for a "major refurbishment" and is not currently taking accom bookings.

## SOO Game 2 tipping

**PARTICIPANTS** in *Travel Daily's* 2016 NRL State of Origin Footy Tipping comp in which we are giving away an NRL Grand Final package, courtesy of Keith Prowse Travel, have a few hours left to submit Game 2 tips.

The match between the Blues & Maroons is being held at Suncorp Stadium in Brisbane.

Up for grabs for the overall winner of the competition (after Game 3) is a Grand Final package for four people that also includes a one hour pre- and post- game functions.

To enter, email your answers to the following Game 2 questions to [soo@traveldaily.com.au](mailto:soo@traveldaily.com.au) by 7pm tonight.

1. What do you predict the final score will be for Game 2?
2. In which minute of Game 2 will the first try be scored?
3. Which player will be awarded Man of the Match for Game 2?

*Keith Prowse*  
TRAVEL



## Window Seat

**PRINCE** William turned his back on a private jet, choosing instead to board a Club World Class British Airways flight with England fans following the disappointing soccer match this week against Slovakia.

Passengers watched as the Duke of Cambridge stowed his own bag before taking his seat at the front of the aircraft.

Upon landing, the Prince was escorted off the flight first and taken to a covert black Range Rover parked on the tarmac.

The Prince celebrates his 34th birthday today.



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## NSW 2016/17 budget

**THE** NSW government has allocated \$175m for 2016-17 for tourism & events and revealed investments in Sydney & Regional NSW's visitor infrastructure and destination marketing.

Funding for the Sydney Opera House Stage 1 Renewal and Walsh Bay Arts Precinct redevelopment was included, along with \$277 million set aside for light rail projects in Western Sydney, Newcastle and Sydney CBD and \$2.7 billion for the North West Metro.

The Tourism & Transport Forum Australia (TTF) lauded the budget as "a bar-setting example of the economic value of investing in the visitor economy and public transport."

"Sydney's image is a critical lure for international visitors to commit to visit Australia but who also then travel onto other cities and regions of Australia," commented Margy Osmond, TTF chief executive officer.

## United going slimline

**UNITED** Airlines says it expects second-quarter 2016 consolidated passenger revenue to dip by as much as 7.5% compared to the corresponding period last year, a small improvement on previously flagged expectations of between 6.5 to 8.5 percentage points.

The Star Alliance carrier said a range of "value-driving initiatives" will be undertaken to generate over US\$3b in incremental value, including updating its MileagePlus program & changes to its revenue management system.

Upgauging aircraft and the installation of slimline seats is expected to assist in yielding a benefit of approx US\$1.3b alone, United Airlines said yesterday.

## Airpoints partners

**AIR** New Zealand's Airpoints has signed Mercury, Z Energy and Foodstuffs New Zealand Ltd, all of which will join the program before the end of the year.

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## Daddo shows off South Africa



**THE** WA-based travel agent winner of the #GoWithDaddo South Africa Specialist competition, Kirsty-Lee Williams, recently embarked on an 11-day journey courtesy of South African Tourism together with Swagman Tours and South African Airways.

Hosted by television personality Andrew Daddo, the group started in Kruger National Park, with highlights including an

eco-experience at the Heritage Site of Featherbed Nature Reserve, black water tubing and walking amongst the canopies in Tsitsikamma National Park, a stay at the Le Franschhoek Hotel and Spa and wine and champagne tasting at JC Le Roux.

Winner Kirsty-Lee and her partner are **pictured** (middle) exploring Robben Island on their group trip with Andrew Daddo.

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Wednesday 22nd June 2016

## Globus mixes it up across the Americas!



to Lake Louise's Ice Magic Festival and the JFK 100th Anniversary.

"The JFK tour spends a bit more time in various destinations to look further and in more depth into his life," Chris Fundell, explained to **Travel Daily**, with stops included at the Church in Newport where he got married and a visit to the JFK museum in Hyannis slotted in.

Another highlight is the 10-day Oregon's Coast, Cascades & Craft Beers, which visits a number of breweries and micro-breweries.

In South & Central America, Globus has 12 itineraries throughout Latin America and eight options with Cosmos.

Six new trips explore Mexico's Mayan wonders and towns, journey through Argentina and Chile's wine regions and swing by Rio de Janeiro, Salvador and the Amazon jungle.

All three brochures have expanded their Latin America

offering, which Fundell says is due to "people looking for more unique destinations".

Fundell told **TD** this week North America is going particularly well, especially with the Cosmos brand.

"Even though we haven't launched yet, pre-registrations are proving very good for us."

The Cosmos North America 2017 brochure looks a little different to previous years, undergoing a facelift featuring big imagery and more white space.

Cosmos has three new tours, venturing from Geysers to Glaciers; a trip between San Francisco and Los Angeles and a journey of the Blue Ridge and Great Smoky Mountains.

The tour company is running early booking discounts up to 10%, additional second-tour savings and free air credits of \$100pp, along with double Passport to Rewards points on North & South America products.

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## SiteMinder's Prophet

**SITEMINDER** has launched Prophet, a new tool which provides aggregated market data to hoteliers so they can react to market fluctuations and adjust their pricing accordingly.

Users will be able to analyse their competitor set in one consolidated screen and the technology has an alert feature based on a user's selected rules.

## Tigerair PayPal intro

**PAYPAL** can now be used to purchase Tigerair Australia fares and optional extras at [tigerair.com.au](http://tigerair.com.au).

A booking and service fee of \$4pp per flight will be applied to domestic fare payments using PayPal and \$6pp per flight for international fare transactions.

Tigerair says this is less than half the booking and service fee applied to most credit cards.

The airline is running a '2FOR1' sale to celebrate - **CLICK HERE**.

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## Helloworld Brand USA accolade



**HELLOWORLD** was recognised as one of the most significant tour operators and buyers of US product at the Chairman's Circle Honours during Brand USA's trade show IPW 2016.

**Pictured** above are Roger Dow, president and ceo US Travel Association; Cinzia Burnes,

exec director Helloworld; Joe McCormack, gm procurement Helloworld and Chris Thompson, president and ceo Brand USA at the awards event held in New Orleans this week that honoured 50 of the world's most important tour companies and buyers for the US travel market.



## Brand USA builds market

**BRAND USA's** marketing efforts have inspired over three million incremental visitors throughout the past three years, according to an independent report released by Oxford Economics.

The increased visit count were responsible for US\$9.5 billion of incremental spending, boosting the economy by more than \$21 billion, the organisation announced during the IPW travel show in New Orleans this week.

To achieve the results, Brand USA have used a combination of brand marketing, public relations, travel trade outreach, and marketing programs that provide opportunities for partners of all sizes to participate.

Brand USA's president and ceo Christopher L. Thompson said everything the brand has accomplished has been built on the support of their "ever-expanding partner network".

A major catalyst driving Brand

USA forward is the national goal of welcoming 100 million international visitors to the USA in a single year by 2021.

"In the face of a strong dollar combined with lukewarm economic recovery in our mature source markets and slowing growth in our biggest emerging markets, impactful destination marketing is more important than ever," Thompson said.

## China golf package

**CTS Tours** is operating a seven-day golfing itinerary to Haikou Mission Hills in China on 09 Nov.

The itinerary includes Economy class flights from Australia with China Southern Airlines, accom at a 5-star hotel (on a twin share basis), two games of golf and transfers, priced from \$1,999ppts.

A single supplement of \$400 applies for solo travellers - more info at [www.chinatravel.com.au](http://www.chinatravel.com.au).




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## TTC NZ restructure

**THE** Travel Corporation New Zealand (TTCNZ) is moving to a new multi-brand sales marketing model to replace its previous individual brand approach.

Mark Turner will remain as gm while Scott Cleaver will become gm sales, Tony Laskey gm marketing and comms and Bruce Gentry gm inbound operations.

Four multi-brand sales managers will work across Trafalgar, Insight, AAT Kings and Uniworld with the appointments set to be revealed soon.

The new system will be in place by mid-Jul.

## AU High Commission in Sth Africa closed

**DFAT** is advising that the Australian High Commission in South Africa is temporarily closed due to of violent demonstrations in Pretoria.

## ibis Styles Romania

**WORK** has started on constructing the first ibis Styles hotel in Romania; located in Arad the 72-room, three-star hotel will receive its first guests in Q2 2017.

## Macao show call out

**A SMALL** number of exhibition spaces are still vacant for this year's fourth Macao International Travel Industry Expo.

The trade fare organised by the Macao Government Tourism Office will be held at Venetian Macao, from 02-04 Sep.

More than 300 stalls have already been booked at the event which will provide travel trade visitors with the latest industry information.

For further information on how to secure a booking for your booth head to [www.cmitc.com](http://www.cmitc.com).

## Universal CitiWalk revitalisation

**UNIVERSAL** CityWalk in Los Angeles is set to undergo a major upgrade including new restaurants, shopping experiences and complete movie theatre renovation.

Built in 1993, CityWalk is a stylised outdoor mall located across from the Universal Studio Theme Park.

Each redesigned theatre will feature recliner seats and surround sound screens with the addition of a new second-level bar lounge.

Among the new eateries opening is the LudoBird restaurant featuring award-winning Chef Ludo Lefebvre famous fried chicken and Voodoo Doughnut.

## Quest Bella Vista opening



**QUEST** Apartment Hotels opened Quest Bella Vista this week in Sydney's Norwest Business Park, around 33 kilometres from the city CBD.

The location is home to major company headquarters and a broad range of SMEs.

Developed by Kingsmede, the 147-room, seven-storey new-build features one-, two- and three-bedroom apartments with fully-equipped kitchen and laundry facilities.

The property also has contemporary conference facilities, a gym and car parking.

Quest ceo Zed Sanjana said he was pleased to open the group's second largest property, which "further exemplifies the robust confidence the leading apartment hotel operator has in Sydney and

the state of New South Wales".

"Bella Vista is on a solid growth trajectory, in terms of becoming a business centre for surrounding suburbs and Sydney more broadly," Sanjana continued.

He said he is confident the property will be a "successful and valuable" contributor to the Quest network.

The coming 12 months will see a pipeline of new property openings for Quest across ten new Australasian locations.

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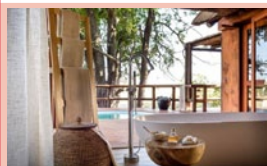
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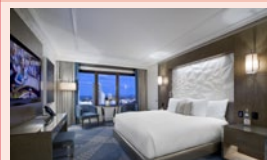


# Accommodation Updates

**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](mailto:accomupdates@traveldaily.com.au).



Sanctuary Retreats has announced the opening of the new **Sanctuary Chiefs Camp** in Botswana this month. The new offering features spacious new pavilions overlooking the surrounding Okavango Delta, complete with a private pool, outdoor seating area and a luxurious outdoor shower with a large bath tub.



**Jupiters Hotel & Casino** on the Gold Coast has unveiled the first of its new Superior Deluxe Rooms following a refresh of the property's 600 keys. The guest rooms received a fresh lick of paint and have been furnished with local artwork, custom bedheads and 'The Cloud' mattress toppers.



**The Sheraton Mirage** in Port Douglas will complete a \$40 million refresh of its guestrooms and facilities, which is due to be completed this month. The key upgrades of the property include a refurbished ballroom, breakout rooms and pre-function area with enhanced poolside space for stand-up receptions and seated dinners.

## Google Maps thru BC

**DESTINATION** British Columbia has partnered with Google to add new imagery from the Canadian province's wild terrain onto the Google Maps platform.

Two Google Street View Trekkers - wearable backpacks - were loaned to the tourism agencies to complete the project.

This is the largest mapping project undertaken between a regional tourism marketing agency and Google in Canada.

## Six Flags Saudi Arabia

**US-BASED** amusement park company, Six Flags, has hinted of a possible expansion into Saudi Arabia in the Middle East.

It is currently unknown which of Six Flags' many attractions will feature in the new theme park due to the kingdom's ultra conservative nature.

The proposed partnership comes days after rival theme park Disney opened its long-awaited attraction in Shanghai.

## Meriton hotel push

**BILLIONAIRE** property developer, Harry Triguboff, has his eyes on the prize, revealing plans to take his Meriton Serviced Apartments arm from number two in Australia to number one by 2017.

Currently, Meriton offers 4,621 suites, with Triguboff saying plans are in place to grow that figure to 5,297 by 2017.

"I've got my foot on the accelerator," commented Triguboff, "It didn't take me long to learn that if you own the buildings and run them properly yourself rather than lease them out, the serviced apartment hotel business can be very lucrative.

"So we're taking every opportunity, when the location's right, to build more serviced apartments."

**MEANWHILE**, Triguboff himself was last month ranked Australia's richest man.

## LGW Pier 1 opened

**LONDON'S** Gatwick Airport has officially launched its new £186 million (AU\$366m) Pier 1 facility.

The facility houses a new baggage system for the South Terminal, a bag store for up to 2,600 bags to be checked up to 18 hours prior to departure, and passenger gate rooms with views across the runway.

LGW recorded its busiest May ever since opening Pier 1 to passenger traffic.

## Euro pax online trend

**EIGHTY** percent of European airline passengers prefer to book their flights online compared to other parts of the world, according to the 2016 Passenger IT Trends Survey.

Conducted across five European countries - France, Germany, Italy, Russia and Spain, the study recorded 80% of passengers booking, 35% checking in and 31% acquiring their boarding pass online, compared to global rates of 75%, 31% and 11% respectively.

Tablets are most popular among European travellers with 46% of those surveyed carrying a gadget.

Additionally, 83% also carry a smart phone and 9% admit to also wearing a smart watch.

View the full report **HERE**.

## Hilton Garden Oahu

**HILTON** Garden Inn Waikiki Beach has debuted in Oahu.

Located two blocks from the famed Waikiki Beach, the hotel features 623-keys including one- and two-bedroom suites; a meeting room; complimentary wi-fi and a walkout lanai (porch) with seating.

For more info, **CLICK HERE**.

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Due to an internal promotion an exceptional opportunity exists within our Sales Team for a results-driven Business Development Manager for NSW (north of the Harbour Bridge) and QLD.

## BUSINESS DEVELOPMENT MANAGER NSW/QLD

Working towards a revenue target and with sole accountability for sales growth in your region, this senior role requires you to develop and implement a successful sales plan, nurture, develop and expand your trade partnerships, recognise and implement joint sales and marketing initiatives, manage an assigned budget and represent the company at tradeshow and conferences.

To apply for this role you must have a minimum 3 years relative experience and be able to demonstrate exceptional business development skills and a strong understanding of the luxury travel market and agent network in your region. Strong relationship, negotiation, presenting, admin, time management and communication skills are also essential along with intermediate PowerPoint & Excel and the flexibility to travel on a regular basis.

Confidential applications to Philippa Baker:  
[Philippa@alexander-associates.com.au](mailto:Philippa@alexander-associates.com.au)  
No agencies please.



## CTM appointment

**MICHAEL** Thomson has joined the Complete Travel Marketing team as its new account director - boutique, MICE and Corporate, starting from 01 Jul.

## Tempo Swiss winner revealed

### CHELSEA

Kift from Flight Centre Albany Creek has been announced as the winner for Tempo Holidays' Switzerland incentive which ran from Dec 2015 until Feb this year.

The competition required agents to sell as much Swiss product from Tempo Holidays' all-new 2016 Central Europe Brochure.

Tempo Holidays representative Kelly McDonald made a surprise visit to the store to deliver her prize, a Victorinox Swiss Watch valued at \$600.

McDonald is pictured above displaying Tempo's new Central Europe brochure, with Chelsea Kift and her winnings.



## Alpine joins Spoor

**ALPINE** Attitude Boutique Hotel and Conference Venue in Pretoria has joined Southern Spoor Marketing's portfolio of accommodation offerings and lodges in South Africa.

The boutique hotel features stylishly furnished suites, a glass pool, as well as ample meeting and conference space.



### Business Development Manager 6 month Parental Leave Cover

Based in our Sydney, NSW office, we are looking for a highly professional, dynamic and self-motivated Business Development Manager.

Your role is to maximize opportunities and contribute to the expansion of our **Select Travel Group** member base through relationship management and new business development activities.

#### To be successful, you must have:

- **Previous experience in the travel industry**, knowledge of the NSW Asian travel market is an advantage
- Proven ability to meet and exceed sales targets and strong computer and written skills
- Mandarin/Cantonese language will be an advantage
- Your own transport and driver's licence

Please send your applications to  
[mohammad.nasiry@expresstravelgroup.com.au](mailto:mohammad.nasiry@expresstravelgroup.com.au)

**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](http://www.traveldaily.com.au).

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## Win a trip to Germany

Including a  
German Rail  
Pass

& stays in  
Frankfurt and  
Dresden

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
- 2 Nights at Best Western Hotel Macrander in Dresden, a City Tour, and 2 Day Dresden Public Transport Card
- 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](http://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](mailto:lufthansa@traveldaily.com.au)

Q15. Are domestic Australia sectors permitted free of charge with LH Premium Economy fares?



## India air liberalisation

**INDIA** has eased its regulations for foreign investment in the country's air sector.

New measures will now allow 100% foreign ownership of India-based airlines, up from 49%, however prior approval will need to be sought from the government according to a statement issued by Prime Minister Narendra Modi.

## VIA Rail expansion

**MARITIME** Bus and VIA Rail Canada have enhanced their partnership, penning an intermodal sales agreement.

From 14 Jul, travellers will be able to book a trip to any destinations offered by Maritime Bus either as a connecting trip with the Ocean train between Montreal and Halifax in a single transaction.

### SALES EXECUTIVE



#### Interested in selling Antarctica and the Arctic, the Kimberley & more?

Aurora Expeditions are looking for an experienced, driven Sales Executive who is not only passionate about small-ship expedition cruise travel, but also has the ability to engage with and advise our passengers as well as close a sale.

As an enthusiastic team player with outstanding attention to detail, and a positive and proactive approach to work, you will be working within a small team of dedicated professionals in a fun, interesting and diverse role where no two days are the same!

A fantastic salary package, incentives and a great working environment will await the successful applicant. Applications close 10 July 2016.

Recruitment agents will be contacted if necessary.

**CLICK HERE TO FIND OUT MORE**



**WIN a  
Victorinox  
Swiss Watch!**  
valued at \$650

## Book Switzerland with Albatross Tours for your chance to WIN!

Book your clients on any of the following Albatross Swiss Christmas and New Year tours and holidays before 10 August 2016 for your chance to win a Victorinox Swiss Watch valued at \$650 or 1 of 3 Swiss Cheese Hampers valued at \$150 each!\*



### Christmas in the Swiss Alps

**11  
DAYS**

Celebrate Christmas in a first class spa hotel in the stunning village of Grindelwald. Shop at Christmas Markets and explore Montreux, Chateau de Chillon, Gruyères and the chic resort of Gstaad.



### A Swiss Christmas in Zermatt

**11  
DAYS**

Relax this Christmas in snow drenched Zermatt surrounded by the soaring peaks of the Swiss Alps. Enjoy Christmas Markets, ride on the panoramic Glacier Express and see the mighty Matterhorn.



### Swiss Christmas or New Year Holiday

**8  
DAYS**

Celebrate Christmas or New Years in a delightful chalet style hotel in the stunning Swiss Alps. Savour Swiss hospitality with daily buffet breakfasts and 4-course dinners and travel independently with an included 8 day Swiss Rail Pass.

Contact Albatross Tours  
on 1300 135 015 or visit  
[albatrosstours.com.au/switzerland](http://albatrosstours.com.au/switzerland)



**Switzerland.**  
get natural.

**ALBATROSS  
Tours**

Come share our love of Europe

\*Travel agents only will receive one entry per customer booked on any of these tours. The winners will be selected at random and announced at 10am on 12 August 2016. The winners will be notified by email.





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**\*NEW \*FIRST CLASS HUNTER NEEDED**  
**SENIOR BUSINESS DEVELOPMENT MANAGER**  
**BRISBANE CBD – UP TO \$130K PKG**

If you are an experienced and driven business development manager with a strong corporate travel background seeking a new opportunity to sink your teeth into – this is it. When joining the sales team of this unique TMC you'll be responsible for identifying and connecting with a range of educational and medical organisations and bringing them on as new accounts. Your strong networking and relationship management skills will be the keys to success.

**FINE TUNE YOUR SALES SKILLS**  
**BUSINESS DEVELOPMENT EXECUTIVE**  
**BRISBANE – SALARY PKG UP TO \$65K**

Want to work for a first class hotel & make your mark in their sales team? You will be building & developing existing accounts whilst identifying new opportunities across all market segments, negotiating new contracts, competitor analysis and management reporting are all part of this great role. Your strong presentation & negotiation skills along with the ability to close the deal will see you successfully achieve sales targets and increase hotel revenue.

**NATIONAL GROUPS ROLE**  
**GROUPS OPERATIONS MANAGER**  
**SYDNEY - SALARY PACKAGE \$90 INCLUDING BONUS**

Work for this leading Travel Company based in Sydney and lead their groups area. You will be responsible for managing a small team of consultants to meet and exceed, daily weekly and monthly targets, mentoring, training & developing and call coaching are all part of the role. Top salary and benefits on offer. If you have led a team, have great leadership and communication skills along with previous groups experience please send your CV today.

**INTERNATIONALLY ACCLAIMED HOTEL GROUP**  
**SALES MANAGER – INDUSTRY TRADE PARTNERS**  
**SYDNEY – SALARY PACKAGE UP TO \$90K+**

This iconic hotel group is looking for a talented Sales Manager to manage their trade partners and leisure portfolio. Reporting to the DOS, your role will involve identifying new partners, retaining and building upon existing relationships, working with the marketing division to identify trade specific campaigns and present at major trade events, including escorting educationalists. Interested? Want to know more? Call us now.

**KEEP CALM JUST FARM**  
**CLIENT RELATIONSHIP MANAGER – NATIONAL AGENCY**  
**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.

**GLOBAL PRESENCE**  
**CORPORATE ACCOUNT MANAGER**  
**MELBOURNE - SALARY CIRCA \$98K**

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.

**LOOKING FOR A CHANGE OF PACE?**  
**SALES MANAGER / BUSINESS MANAGER x 2**  
**MELBOURNE-SALARY PKGS \$80K - \$90K+ (DOE/ROLE)**

We currently have 2 new business development positions available in Melbourne with 2 very different organisations. Both roles require you to establish, maintain & grow viable commercial relationships throughout key partners. You will be providing strategic direction to drive revenue by managing & developing key relationships. Looking for a new company to represent, enquire today! Sensational salary packages on offer.

**SERKO YOUR FORTE?**  
**SYSTEMS – E COMMERCE CONSULTANT**  
**MELBOURNE – TOP \$\$\$**

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.

**AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM**

[executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

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