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## Another NT agent charged

**NORTHERN** Territory police officers have laid charges against a second travel agent over claims of rorting a government pensioner concession travel scheme.

The 38-year-old woman, believed to be from the agency formerly known as Travelworld Katherine, has been charged with criminal deception & will appear in the Darwin Magistrates Court on Fri, according to the *NT News*.

The agency was raided about

three weeks ago as part of a wider probe which saw Darwin agent Xana Kamitsis - also formerly head of NT Crimestoppers - sentenced for "obtaining a benefit by deception" last year (*TD* 02 Dec).

Police have confirmed other raids in Alice Springs last weekend over the investigation, while two more travel agencies in Darwin are also being looked at after a referral from the NT Department of Health over booking anomalies.

### JITO app goes off

**THE** newly launched 'JITO Connect' smartphone app has seen strong uptake from across the industry since its launch last week (*TD* Thu).

JITO md Helene Taylor says travel and tourism people from across Australia have downloaded and signed up for the networking app, which also includes an event registration feature.

As well as registering for the upcoming *TD*/JITO networking night (see page twelve) the app is also already seeing regos for the Travel Industry Exhibition in Sydney and Melbourne during Jul.

### Pacific Pearl to CMV

**BRITISH** cruise line Cruise and Maritime Voyages (CMV) has been confirmed as the purchaser of *Pacific Pearl* when she leaves the P&O Australia fleet next year - details in today's *Cruise Weekly*.

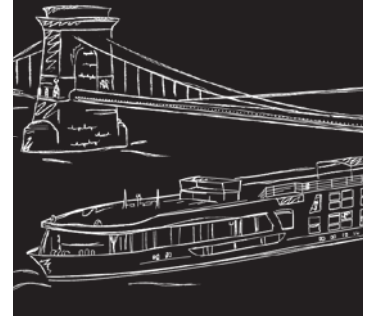
### Today's issue of TD

*Travel Daily* today has nine pages of news, including a photo page for **Visit Sunshine Coast** plus full pages: (**click**)

- inPlace Recruitment
- Travel Trade Recruitment
- *TD*/JITO networking night

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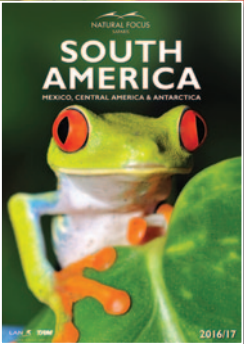
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## QF Hobart expansion

**QANTAS** has this week introduced a new schedule to Hobart from Sydney and Melbourne, with over 2,400 additional weekly seats (11 extra flights) and early morning departures from Hobart using two-class Boeing 717 jet aircraft.



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## JetBlue disrupt QF/AA jv

**NEW** York-based budget carrier JetBlue Airways has backed calls by Hawaiian Airlines to limit the duration of antitrust immunity proposed by American Airlines & Qantas on Trans-Pacific routes to just three years (**TD** 25 Feb).

AA/QF have sought an unlimited grant of antitrust immunity.

Last month, HA argued the

proposed expanded QF/AA pact - already approved by Australian & New Zealand regulators - has the potential to make it "inhospitable to competition from independent carriers".

In fresh papers submitted to the US Department of Transportation (DOT) last week, JetBlue (B9) said it was "keenly aware of the threat that immunized alliances pose to the ability of small airlines to compete on the global marketplace."

B9 said the DOT should not consider awarding any additional unlimited exemptions while it is assessing Open Skies agreements.

"American and Qantas have not presented compelling reasons why a DOT approval of its proposed alliance should not mirror that of the Australian competition authority and be similarly time limited, with the ability of the airlines to renew the approval periodically," B9 added.

## AFTA ACCC progress

**AFTA** boss Jayson Westbury says talks with the ACCC regarding a controversial TVC which mocks travel agents (as flagged first by **Travel Daily**), are ongoing.

Westbury said AFTA is concerned by the "language" chosen in the OTA's commercial.

"While we are yet to get a formal response we have had acknowledgement from the ACCC Chairman directly that the matter is being considered," he revealed in today's AFTA Update - see **pg 6**.

## Brissie Fiji fundraiser

**LIMITED** seats remain available for Tourism Fiji, Fiji Airways and Hilton Hotels' Cyclone Winston Charity Breakfast for the trade being held at Hilton Brisbane this Thu from 7:30-9:30am.

Seats are \$100pp - RSVP today to [lesieli.fata@fijairways.com](mailto:lesieli.fata@fijairways.com).

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# Travel Daily

First with the news

Tuesday 8th March 2016

**BREAKAWAY** **Philippine Airlines**  
International Travel Industry Club

**NEW! Industry rates with Philippine Airlines**  
Sales and Departures to 30 Nov 16!  
From **\$329\*** pp. plus taxes  
\*Conditions apply.

**CLICK HERE for further details**



## Real-time APT & Travelmarvel

APT and Travelmarvel have rolled out a new booking platform which allows travel agents to access live inventory.

The new Traveltek-based integration offers full booking facilities and is now available in Australia, NZ and the UK.

Debra Fox, APT executive gm global sales & marketing said it was an exciting development for the firm's travel agent partners.

"Being able to offer them real time access to our entire cruise portfolio across our luxury APT and premium Travelmarvel brands will deliver multiple business benefits," she said.

The system provides real time availability and pricing, allowing consultants to make instant bookings and dynamically package inventory with other ancillary services.

The system covers both APT and Travelmarvel river cruise products in Europe and Asia as well as the small ship expedition and luxury cruise inventory available through both brands.

Existing Traveltek clients with an active Web Partnership

Agreement with APT or Travelmarvel are advised to contact Ines Bryant on (03) 8526 1338 to discuss access to the Traveltek enhancement.

Traveltek Asia Pacific regional director Paul Millan said the technology would allow travel agents to present APT and Travelmarvel river cruises more effectively online, "and deliver streamlined operating efficiency within shops and call centres with the Traveltek iSell point of sale platform".

### New Vic Falls flights

**EAST** African low-cost carrier Fastjet will this month debut new non-stop flights between Johannesburg and Victoria Falls, with the twice weekly route to be operated using an Airbus A319.

Founded in 2012, Fastjet also offers daily flights from Johannesburg to Zanzibar and flies from five airports in Tanzania including Dar es Salaam, Mwanza, Kilimanjaro, Mbey and Zanzibar as well as Harare in Zimbabwe.

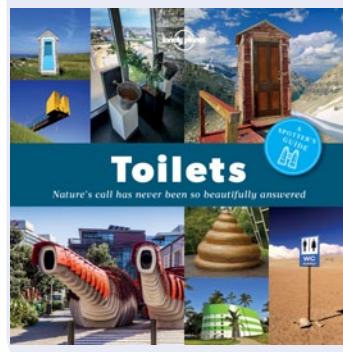
See [www.fastjet.com](http://www.fastjet.com).

## Window Seat

**LONELY Planet** has a well-deserved reputation for its travel guides which have for many years provided detailed destination information.

And the latest addition to the offering continues the tradition - particularly for those seeking relief in out-of-the-way places.

Available next month for just \$16.99, "Toilets: A Spotter's Guide" comes with the tag line *Nature's call has never been so beautifully answered*, with Lonely Planet saying that public lavatories can be a "window into the secret soul of a destination".



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## Conchita down under

**AUSTRIAN** National Tourist Office and the Vienna Tourist Board hosted over 100 guests, including 2014 Eurovision winner Conchita, for the sold-out concert at the Sydney Opera House which received standing ovations.

The concert was one of her highlights during her visit to Sydney last week.

Conchita was also given the honour by SBS to announce Dami Im as the Australian Eurovision Contestant, live on stage during her 'From Vienna with Love' concert last Thu before she featured in the SBS broadcast of the Mardi Gras Parade as well as headlining the Mardi Gras party on the weekend.

Conchita is **pictured** with local director of the Austrian National Tourist Office Astrid Mulholland-Licht.



## B787 Dreamliner **BUSINESS CLASS**

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## CX China fares deal

**CATHAY** Pacific has launched special fares to China starting at \$734 return from Australia.

To receive the deals, flights must be booked before 31 Mar, for departures before 30 Jun, excluding travel 23 Mar-08 Apr.

The fares are available to 20 destinations in China, including Sydney-Beijing return for \$750 return and Melbourne-Shanghai return from \$734, both in Economy class.

Visit [cathaypacific.com.au](http://cathaypacific.com.au).

## Hapag-Lloyd VR

**HAPAG-LLOYD** Cruises' clients and travel agents will now have the chance to explore cruise ships before making a booking with a virtual reality tour being launched this week at ITB in Berlin.

A HypeBox and cyber goggles will be used by the line to transport people on board the luxury ships.

## TTF hails ABS results

**TOURISM** & Transport Forum Australia (TTF) is applauding the latest Overseas Arrivals figures released by the Australian Bureau of Statistics (**TD** yest).

The figures released yesterday confirm 7.5m people travelled to Australia in the 12 months to Jan 2016 – up 9.3% on the same period in the previous year.

"These strong figures are the best evidence that the visitor economy is the sector we should be investing in to support the jobs and economic growth that will sustain our quality of life into the future," chief executive officer of TTF Margy Osmond said.

She said Chinese visitors were a "boon" for Australia, up an "incredible 30.1%".

Osmond believes this figure could be boosted further with a "dedicated economic strategy for the visitor economy" and reducing the cost of visas and travel.

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**LAST** Fri, the Association of Travel Management Companies announced this year's winner of its 'Travel Executive of the Year' award as Mariam Alkhal from Carlson Wagonlit Travel during a ceremony hosted in Sydney.

Alkhal was chosen from a field of submissions, inviting TMC executives to showcase their successes in delivering innovation in their roles.

The title also carried with it entry for two people to the ACTE Global Convention in Dallas next month, including return airfares with Virgin Australia and a complimentary mentor program courtesy of TIME (Travel Industry Mentor Experience).

**Pictured** are Kurt Knackstedt, Sue Graham representing TIME,

Julius Ungar from TravelEdge (finalist), Mariam Alkhal from Carlson Wagonlit Travel (winner), Lachlan Nicolson from World Travel Professionals (finalist), Tracy Greer, ACTE and Rob Hamer Jones, Virgin Australia.

Jackie Bottroff from CTM was also a finalist.

## Up to 50% off Ratua

**VANUATU'S** Ratua Private Island has slashed prices by 50% on luxury accommodation for the month of Mar.

Prices have been cut by 30% for stays between Apr and Nov.

During the period, guests are also offered a 'Swimming with Horses' experience at no cost.

More details at [www.ratua.com](http://www.ratua.com).

Tuesday 8th Mar 2016

## Trans-Tas fare update

**VIRGIN** Australia is launching a new fare structure for trans-Tasman services, including a fare re-alignment, from tomorrow.

Changes will include a Saver Lite fare (currently known as Seat), introduction of Seat and Bag, Saver Fares for food and beverages and an introduction of Premium Economy fares on VA7000-8000 series flights operated by Air New Zealand.

For more details on trans-Tasman fare changes **CLICK HERE**.

## LAN discount fares

**LAN** Airlines is offering discounted return Economy airfares to Colombia in celebration of its latest "Destination of the Month" series.

Airfares to Columbia begin at AU\$1,989 (including taxes), for departures 01 May to 28 Jul and 08 Aug to 31 Oct - a blackout period applies.

The special is available from now until 31 Mar.

Call 1800 126 038 to book.



**WELCOME** to *Money*, TD's Tue feature on what the Australian dollar is doing.

**\$1AUD = US0.74**

**THE** Australian dollar has continued its creep upwards over the last week, as investors bet on stronger data out of China which could see an increase in demand for iron ore.

At the same time the euro is weaker due to expectations that European interest rates will fall further to stimulate the economy.

Oil prices continue at record lows which are helping drive airline and transport operator profitability, while traders are also expecting a drop in the NZ\$ due to lower milk prices driving potential interest rate cuts across the Tasman.

*Wholesale rates this morning:*

US	\$0.745
UK	£0.522
NZ	\$1.093
Euro	€0.676
Japan	¥84.47
Thailand	฿26.25
China	¥4.484
South Africa	R11.326
Canada	\$0.985
Crude oil	US\$35.92








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## CIT Swiss brochure

**ITALY** specialist CIT has released its new Best of Switzerland 2016 brochure, complete with expanded itineraries exploring the mountainous European country.

Mini stays spanning Zurich, Geneva, Lucerne, Interlaken and Jungfrauoch are available, alongside Swiss rail journeys, road trips, and outdoor experiences such as hikes and cycles are also included.

An online version of the brochure is available by **CLICKING HERE**, or visit [www.cit.com.au](http://www.cit.com.au).

## Movenpick Pattaya

**MÖVENPICK** Siam Hotel Pattaya has opened next to Ocean Marina Yacht Club, a 75-minute drive from Suvarnabhumi Int'l Airport in Thailand.

The 262-room resort is the first five-star beachfront resort in Na Jomtien & offers banquet facilities for 300 guests for a gala dinner, along with meeting rooms.

## Munoz back to work

**UNITED** Airlines president and ceo Oscar Munoz will resume full duties and responsibilities at the carrier next week.

Munoz has been on extended medical leave following a heart transplant last year (**TD** 08 Jan). "We expect him to continue leading the company's improving operational and financial performance, driving increased shareholder value, and innovating and elevating United's customer and employee experience," said non-executive chairman of UA's board Henry L. Meyer III.

Since taking leave, UA's exec vp and general counsel Brett J Hart has been leading UA in the role of acting ceo (**TD** 20 Oct).

## Travel.agency for sale

**THE** online auction of the unique internet domain name "travel.agency" is being tipped to be one of the biggest domain name sales this year.

The site is on sale through Flippa Domains, and is currently sitting on a top bid of US\$4,900 with 22 days to go.

Comparable sales cited on the auction site include travel.info which was sold in 2007 for a whopping US\$116,000.



# AFTA update

From AFTA's chief executive, Jayson Westbury



**I HAD** the absolute pleasure to officiate at the MTA conference awards night over the weekend and it is exciting to see so many quality travel agents achieving so well in the Australian market.

While I did have a little trouble with a few names and I have extended my most humble of apologies to those concerned, it was a wonderful experience to be on the Gold Coast at the Sheraton Mirage for a night of celebration with all involved with MTA.

Roy and Karen Merricks are inspirational entrepreneurs and they have an amazing business which is surrounded by energetic, free thinking people who I am sure will all go on to be very successful.

Congratulations to all involved and it is pleasing to see and hear how the mobile travel agent of the future is set to make a difference.

Interestingly, the topic that was raised with me the most during the event was the debate that continues about how one OTA has approached their advertising and what AFTA thinks of the approach.

I was really pleased to report that AFTA continues its discussions with the Australian Competition and Consumer Commission about a formal complaint that has been lodged in relation to the language that has chosen to be used within the advertisement in question.

While we are yet to get a formal response we have had acknowledgement from the ACCC Chairman directly that the matter is being considered. I think what comes from this is that there is little benefit in any travel agent regardless of how they might connect with the customer having a fight with one another.

AFTA is a broad church and we look to do the best we can to represent all travel agents regardless of the commercial setting chosen.

We have many OTA's as members and in fact have a very well populated NTIA category for OTA's. Companies that want to be part of the industry and work with AFTA and be respectful of their peers and the industry are always welcome in AFTA.

It is true that the collective of many have far more chance than the voice of one and I think that the reason AFTA has enjoyed many successes over the years is that the organisation has adapted and changed to ensure that it is connected to all those who chose to be in travel distribution and want to be a member of the industry body.

## El Questro reopening

**KIMBERLEY'S** El Questro Wilderness Park will reopen 01 Apr for the 2016 season.

Home to the tented cabins of Emma Gorge and Riverside Rooms & the Homestead the park offers varied accommodation options which are suited to budgets of all sizes.

El Questro is offering a 20% discount on stays at the Homestead for 3 or more nights.

## HA/PR islands c'share

**HAWAIIAN** Airlines is seeking a green light from US regulators to place the designator code of Philippines Airlines on flights between Honolulu and Kahului, Kona, Hilo and Lihue on Kauai, Hawaii Island and Maui.

The carriers intend on opening sales and reservations on the routes on or around 15 Apr, Hawaiian Airlines told the US Department of Transportation.

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## China Airlines (CI) Christchurch Last-Minute Deals



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**Infinity Hols NZ team**

**FLIGHT** Centre's wholesale arm Infinity Holidays has introduced a fully dedicated specialist New Zealand sales team, led by the experienced Kate Smith.

Based in Brisbane and servicing East Coast Australia, each member of the outfit is an expert on the destination & Kiwi product.



**Round 1 Winner**

Congratulations

**CHRIS MUMFORD**

from *Nexus Point Travel*

Chris is the top point scorer for Round 1 of Travel Daily's NRL footy tipping competition and has won a jersey of the NRL team of their choice, courtesy of inPlace Recruitment.




Major prize for the 2016 footy tipping competition is return economy class airfares to Europe flying with **EMIRATES**

NSW permit: LTPS/16/01379, ACT permit: TP 16/00359

**PHG portfolio grows**

**PREFERRED** Hotels & Resorts will expand its global portfolio of independent hotel members by more than 20 this year.

Among the new additions will be the 5-star Monument Hotel in Barcelona and Katamana in Bali, (opening this month), Only YOU Atocha in Madrid & Wanda Reign on the Bund in Shanghai (Jun), Franklin Hotel in London (Jul) and Hotel Las Americas Golden Tower Panama (Aug).

They join recent additions, such as Opal Sands Resort in Florida & Zemi Beach House Resort & Spa in Anguilla - for more details, go to [www.preferredhotels.com](http://www.preferredhotels.com).

**Paris bednights dip**

**LONDON** and Paris welcomed more than 100 million bednights between them in 2015, new data from European Cities Marketing has reported.

The preliminary Benchmarking Report shows Paris experienced a decline of 2.1% bednights year-on-year, attributed primarily to the terrorist attacks in the city.

Rounding out the top five cities in Europe for bednights was Berlin, Rome and Barcelona.

Overall, bednights in Europe for 2015 were up 4.2%.

**Oberoi Maldives plan**

**UPMARKET** travel company The Oberoi Group has inked a Memorandum of Understanding with the Maldives Government to build a luxury resort in the nation.

The investment for acquisition & development of the resort will be undertaken by Bangalore-based Subramanya Construction & Development Company Limited.

Oberoi Hotels & Resorts has an extensive portfolio of properties in India, Egypt, Mauritius, Dubai and Indonesia.

**SATO celebrates 15rs in Melb**



**THE** South America Tourism Office put on a feast for agents at Melbourne's Vamos Cocina & Bar last month to celebrate its 15th birthday and launch the 2016 brochure.

Agents learned to dance the salsa, fuelled by a traditional South American feast.

Included in the new brochure are the new tour programs The Spirit of Peru and Cuba, Patagonian Delights, Tango and Samba Sensations and the Cuban Viva la Revolucion.

The tours immerse clients in Latin America's dancing, history, culture and outdoors.

At the event, Mahalia Steve from Emma Whiting Travel took home the grand prize of two tickets with LATAM to South America, staying at Luciano K Boutique Hotel in Santiago, Chile & Explora Lodge on Easter Island.

**Pictured** from left are: Henry Chaparro, director of South America Tourism Office; Nicholas Aquilana, LATAM bdm and prize winner Mahalia Steve.

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\*T&C'S APPLY. BOOK BY 30 APRIL 16

# Australian Tourism Export Council's 'Sunny' Soiree

**THE** Sunshine Coast played host to ATEC's 2016 Southern Queensland Inbound Workshop and Familiarisation last week, attracting 50 leading inbound buyers to meet Sunny Coast operators and update their product knowledge.

The ATEC Inbound Workshop culminated in a stunning gala dinner on The Verandah at Novotel Twin Waters Resort, where ATEC delegates & ANC operators watched the sun go down and enjoyed the finest local produce from Australia's Nature Coast.

Twenty attending Inbound Buyers also enjoyed the opportunity to experience the regions first hand on a post symposium 3-day/2-night famil visit incorporating Fraser Coast and the Sunshine Coast.

The ATEC Inbound Workshop came at a time of booming int'l and domestic holiday arrivals to the Sunshine Coast, with visitors from America, New Zealand, UK & Europe significantly increasing their length of stays as a result of the region's rich and diverse range of attractions.

The 'Taste of Australia's Nature Coast' Inbound Gala Dinner was organised by ANC partners, VSC and FCO.



**LEFT:** Visit Sunshine Coast ceo Simon Ambrose welcomes guests at the Australia's Nature Coast VIP Inbound gala dinner.



**ABOVE:** Inbound buyers enjoy 'A Taste of Australia's Nature Coast' - Cheryl Ahyick Wong, AOT with Robyn Quinlan from Pacific Destinations Australia.



**BELOW:** Stephanie Ahrens, All Pacific Travel Concepts; Nadine Reyher, Adventure Connection Australia; Annet Williams, ATM and Susan Escobar-Silva, ATS Pacific.

**LEFT:** Tas Webber, Fraser Coast Opportunities; Andrew Saunders, Destination Gympie Region; Leigh Bennett and Mark Juppenlatz from Fraser Coast Opportunities.



**RIGHT:** EC Travel's Cam Hong Tang with Jenny Darke, Glasshouse Mountains Ecologde.



Singer Carl Wockner crooned in the tropical Novotel Twin Waters Resort setting.



**ABOVE:** Tas Webber, Fraser Coast Opportunities; with Jo & Mark Skinner from Narrows Escape Rainforest Retreat.

**BELOW:** ITO buyers Tammy Chiu & Teresa Hu, Fashion Tours, Wenda Xu, Cathay UExpress with Deon Johnson, Kingfisher Bay Resort.

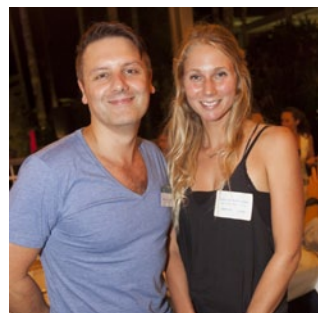


**ABOVE:** Michael Xu, AAT Travel; Rachel Meyer, Visit Sunshine Coast; Lynne Banford, Tourism & Events Queensland and June Mo, AAT Travel.

**BELOW:** Anthony Valeriano from Rezdy with Suzanne Cermeulen, Epic Ocean Adventures.



**BELOW:** Michael Reed, Plantation Resort; Philip Hart, Sunreef and Rachael Croker Rainbow Beach Ultimate Camping.



**ABOVE:** Petra Steinig from Travel Insiders with Stephanie Ahrens, All Pacific Travel Concepts; Annet Williams, ATM and Nadine Reyher, Adventure Connection Australia.



## \$1m NZ push in Qld

**TOURISM** and Events Queensland (TEQ) is putting \$1m behind a marketing campaign in New Zealand to encourage Kiwis to travel to the Sunshine State.

TEQ ceo Leanne Coddington said the New Zealand Winter promotion would "spread the Queensland message to this important market across the prime winter period".

The next phase of the campaign, themed Beach Escapes has just started and features several Queensland experiences "hand-picked" by Kiwi travellers.

Activity will appear online and in print through a competition. View the promo [HERE](#).

## Labor's \$5m promise

**LABOR** is promising if it wins the state election next year to invest \$5 million a year in the Perth Convention Bureau.

Western Australia's Minister for Tourism Kim Hames said business events formed an important part of the state government's strategy to increase the value of tourism to \$12 billion by 2020.

## Travel Partners grows

**TRAVEL** Partners has announced a new fully-branded store in Taree on the New South Wales north coast.

The new member formerly traded as Travelworld Taree.

The expansion sees Travel Partners' branded stores increase to five locations across NSW plus a mobile network of nearly 100 member agents, with md Jeff Hakim flagging an upcoming push to further boost numbers.



This month *Travel Daily*, Tempo Holidays and Taj Hotels are giving readers the chance to win a trip from two to India, on Tempo Holiday's 8 day Incredible Royal Escape - with Taj Hotels. The prize includes 7 nights accommodation, transfers and comprehensive sightseeing throughout, valued at up to \$8,400.

To win, have the most correct answers and the most creative answer to the final question. Send your entries to [tempo@traveldaily.com.au](mailto:tempo@traveldaily.com.au)

Q6. Tempo Holidays' Flavours of Kerala Tour commences in this old Portuguese colony renowned for its spice trade.

Hint: Too easy!



**TEMPO**  
HOLIDAYS



## New TMC Location Opening - Darwin

**QBT** A member of the Helloworld Group



- Be part of a new office set-up
- Based centrally in Darwin CBD
- We are seeking to build a team of Business Travel experts:
  - **Customer Service Manager,**
  - **Customer Service Leader and**
  - **Multi-skilled Business Travel Consultants**

Due to a very exciting opportunity in the Northern Territory, we are setting up a new location in Darwin CBD.

We are seeking to build a team of business travel experts, looking for a unique opportunity to be part of a brand-new professional team.

At QBT, you will work in a busy professional environment, contributing to a National team very passionate about travel and delivering exceptional customer service.

Every day you will utilise your specialist technical travel skills to service our clients' requirements from initial enquiry through to their journey return. With each enquiry, you will draw upon your customer service talents to comfortably and confidently engage with our clients.

As a Customer Service Manager or Customer Service Leader you will be key in cultivating a high performing team meeting KPIs and Service Level Agreements.

As a member of the Helloworld Group - working at QBT will provide you the opportunity to be part of Australia's leading integrated travel business. The group encompasses travel brands providing franchised retail services, wholesale products, specialist government and corporate business travel and ticket distribution services across eight countries.

At QBT, you will join a team that truly believes in 'Business travel made simple'.

To apply please send your CV to [careers@qbt.travel](mailto:careers@qbt.travel)



## InterCon Fiji shelter

**INTERCONTINENTAL** Hotels Group (IHG) has helped its 710 staff affected by the Cyclone Winston through its Shelter in a Storm program.

Based in London, the IHG shelter fund is built up by fundraising activities throughout the year.

The management team has provided FJ\$70,000 for relief packs for InterContinental Fiji and Holiday Inn Suva staff while an extra FJ\$20,000 was distributed through the group's disaster relief partner CARE.

CARE is deploying support on the ground and organising emergency kits.

## AirAsia Mega Sale

**AIRASIA** is offering fares to Asia from Australia starting at \$159 one way as part of a sale.

"Mega Sale" fares are available now until 13 Mar, for travel from 01 Oct to 22 May 2017.

## Etihad trainer boost

**ETIHAD** Flight College has received two Extra EA 330 LT aircraft at the college's hanger in Al Ain, Abu Dhabi.

The jets will be used for prevention and recovery training, equipping pilots with skills to recognise, prevent and recover from a loss of control event.

The college's aircraft will be further expanded later this year with four additional Embraer Phenom 100 planes.

## Kiwis love Melbourne

**MELBOURNE** has been voted the favourite Aussie city for Kiwis to visit, according to a recent survey by Emirates.

The campaign revealed 41% of New Zealanders preferred Melbourne, 30% chose Brisbane and 29% favoured Sydney.

Aussies ranked their top three Auckland experiences as Waiheke Island (67%), a city tour (28%) and surfing tour (5%).

*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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## How to avoid a bad leadership appointment

Read our latest inPlace Blog!



### Sales Manager - Online Media

Sydney CBD location

Salary to \$65K + super + commission

Want to grow your career within a global media company? Due to an increase in business and company growth, we are seeking experienced sales managers with strong relationship management skills and proven sales experience to target travel, accommodation and leisure services. Great commission to be made for strong sales professionals OTE \$100K +

- Innovative business
- OS transfer opportunities

Call Ben or [click here](#)

### Corporate Travel Consultant - Sydney

North Shore Sydney location

Salary to \$60K + super

A corporate agency with a difference! A boutique office without the traditional call centre feel. Here your input is valued and you have the opportunity to really look after your clients. This position is handling both domestic and international itineraries over the phone and via email. Must have a minimum of 3 years corporate experience with exceptional customer care.

- Mon to Fri only!
- Amazing views

Call Ben or [click here](#)



### Domestic Corporate Travel Cons

Sydney CBD location

Salary to \$60K + super DOE

This award winning Travel Management Company with a strong, loyal team and supportive, progressive working environment are seeking a Domestic Consultant. If you have already had exposure to some domestic corporate travel consulting and are looking for a company to grow within, then this is the place for you! Mon to Fri 9-5.30pm Lots of added benefits including famils & training.

- Great benefits
- Sabre / Tramada

Call Sandra or [click here](#)

### Travel Itinerary Specialist Inbound

Sydney CBD location

Salary to \$60K + super

Great opportunity to join this forward thinking & globally respected travel company, specialising in tailor-made travel itineraries for the luxury market. Working along side the director, handling clients who have been referred to the business, you will be arranging premium land content throughout Australia & NZ for international discerning travellers.

- Established agency
- Monday to Friday

Call Cristina or [click here](#)

### Senior Cruise Consultant- Sydney

Sydney CBD, Salary to \$60K + super + inc

Join the cruise department of this well established travel organisation handling enquiries for worldwide cruise travel itineraries. Must have excellent cruise knowledge and superior customer service to secure this role.

Email Ben or [click here](#)

### African Specialist - Sydney

Eastern Suburbs Sydney, to \$50K + super

Sell everything from luxury wildlife safaris to supporting local communities in conservation programs. A rewarding job for someone with a passion for all things Africa! Must have travel industry reservations experience.

Call Cristina or [click here](#)



*Working in partnership with the Australian Travel Industry*

### International Travel Consultant

Gold Coast, Great Base + High Comms, REF: 21045Z2

Want to earn your worth? Are you an experienced retail or online travel agent? This role is all about servicing warm customers, converting quotes and ensuring repeat and referral businesses are well looked after. Customer service is very important but a proven history in sales is what our clients are seeking. It's time to step away from face to face and be apart of this growing family with an on target earning of \$60-80k within your first year and a potential to double your base salary.

For more information please call Serena on (07) 3023 5023 or click [APPLY](#) now.

### Travel Consultant

Greater Western Sydney, Salary D.O.E + Super, Ref: 2204MB0

Don't miss this amazing opportunity to work closer to home and escape the commute. We are looking for an experienced Travel Consultant who is looking for a refreshing change and wants to stay closer to home. Work for a well-established Travel Agency with supportive management and team, be rewarded for your hard work and be paid what you're worth. No two days will be the same with a mix of face to face and over the phone consulting, bring your high end touch to this non competitive agency.

For more information please call Marissa on (02) 9113 7272 or click [APPLY](#) now.

### Multi-Skilled Corporate Travel Consultant

Melbourne, Attractive Salary Package, Ref: 2178KF2

Boutique office in Melbourne are seeing growth within their corporate travel division and are seeking an experienced consultant to jump on board! The suitable candidate will be a multi skilled corporate consultant. You will be expected to hit the ground running building complex travel itineraries to both domestic and international destinations. This candidate must have expert knowledge of round the world destinations, fares and ticketing along with providing strong customer service.

For more information please call Kate on (02) 9113 7272 or click [APPLY](#) now.

### Temp Travel Consultant

Adelaide, \$Hourly Rate, Ref: 2175LM1

We are seeking a candidate who will be available for 2 weeks from Mid-April 2016. You will have previous experience as a travel consultant selling a range of travel products. This is a high-end travel company located in Adelaide CBD. You will be hard working and available Monday to Friday for this role. You will be responsible to look after existing clients and assist other team members. You must have Sabre experience. If you are only looking for temp roles please apply now!

For more information please call Lia on (02) 9113 7272 or click [APPLY](#) now.

### Experienced Travel Consultant

Brisbane, Competitive Salary + Lucrative Comms, Ref: 2155KH3

Have you ever heard of a travel role where you can choose your own base salary? We are on the hunt for sales focused travel consultants for this amazing lucrative travel position. My client is looking for an enthusiastic and highly motivated travel sales person for their retail travel store. You will have a proven sales record with excellent communication skills, a vibrant personality and have a commitment to providing a level of customer service that is second-to-none. Earn what you are worth!

For more information please call Kate on (07) 3023 5023 or click [APPLY](#) now.

### Leisure Travel Consultant

South Sydney, Up to \$55k, Ref: 2198PE1

This fantastic agency is looking for a new team member to join their boutique travel agency. This opportunity offers great work/life balance & future career prospects. Leave the daily grind of the city commute & work close to home Monday to Friday only. A great mix of new & return high-end business will keep you busy throughout the day. You must have a minimum of 2 years consulting & the drive to be successful. If this sounds like you please apply & reap the rewards in this new travel role.

For more information please call Marissa on (02) 9113 7272 or click [APPLY](#) now.

### Luxury Travel Specialist

Melbourne, Generous Package + Incentives, Ref: 2116TS5

We are on the look out for a motivated and experienced Travel Consultant! Our client is a well established agency based in a brilliant location in Melbourne CBD. You will be responsible for servicing varied clientele, utilising your impeccable travel knowledge to book some of the most exciting travel itineraries across the world. As the face of the company you will be required to provide exceptional customer service and selling a wide range of travel products. Generous package on offer!

For more information please call Tammy on (02) 9113 7272 or click [APPLY](#) now.

### Corporate Consultant

Perth, \$50-\$55k, Ref: 2191LM1

My client is looking for a Multi-skilled Corporate Consultant to join their expanding and successful team in the Perth area! Your experience within Corporate will be rewarded and valued in this global company and you'll be offered further development. If you have excellent corporate consultant experience then you can succeed in this exciting challenge and build your career further...In return for your hard work you will receive an excellent competitive base salary plus company commission.

For more information please call Lia on (02) 9113 7272 or click [APPLY](#) now.



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# Win a trip for two to HAWAII



Prize sponsored by Hawaiian Airlines and winner to be drawn at the event subject to terms and conditions

## JITO CONNECTED Industry Networking Night

Jito Connected and The Travel Daily Group have partnered with some key industry players to bring you our largest networking night of the year

This event is a traditional mix of complimentary food, drinks and networking & is open to anyone in the Travel & Hotel Industry at all levels

### 22nd March

Limited to 300 guests  
RSVP by 15th March  
Your attendance will be confirmed subject to availability

Register & RSVP on the  
**JITO CONNECTED APP**  
by downloading it now from the  
**Apple Store and Google Play**  
Set up your profile, and RSVP  
by clicking on the (going) button  
in the event section of the APP  
**CLICK & DOWNLOAD NOW**



### 6pm – 9pm

Ivy Sunroom  
Level 3  
330 George Street  
(Above Ash Cellar)  
Sydney CBD

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