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Travel Daily

First with the news

Monday 24th October 2016



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Week 2 Q1. While travelling from Australia to Europe, an Indian visa is required for foreign nationals for transiting at Delhi airport. Yes or no?

Click here for rules for the competition.



Dreamliner Return fares to Frankfurt starting from \$1146*

*Terms and Conditions apply
STPC on outbound at airside Holiday Inn Express transit hotel (Indian visa not required)

Bicton Travel joins Express

EXCLUSIVE

PERTH-BASED Bicton Travel is leaving Helloworld to join the Express Travel's Independent Travel Group (ITG), *Travel Daily* can exclusively reveal today.

The agency is "one of Australia's most respected and awarded independent travel businesses," according to Express Travel Group ceo Tom Manwaring.

Bicton Travel is also one of Helloworld's highest profile associate members, with the agency taking out the Best Retail Travel Agency category for the last three years running at the National Travel Industry Awards.

A Cruiseco & Virtuoso member, Bicton has also scored the Cruise Lines International Association Australasia Gold Agency award for five out of the last six years.

Bicton Travel director Carole Smethurst said the decision to move to ITG came after "extensive due diligence across all available groups".

"Joining ITG was a clear choice for us based on the high level of transparency and common values, superior commercial

terms, coupled with a strong value added based model, supported by a truly independent family owned business".

Express Travel Group has more than 600 agent members across its ITG, italktravel franchise stores and Select Travel Group networks.

ITG general manager sales, Jonathan Nelson, said the addition of Bicton provides "further endorsement of the great opportunity that many agents around Australia have before them, through partnering with Express Travel Group in either ITG or italktravel brands.

"Change can be both positive and exciting...we look forward to not only growing business with Bicton Travel Group but also exploring the opportunities to develop more profitable travel and cruise options across the group," Nelson said.

Today's issue of TD

Travel Daily today has seven pages of news and photos, plus full pages from: (click)

- Air New Zealand
- AA Appointments jobs

World Routes for ADL

ADELAIDE has won the rights to host the 2019 World Routes Development Forum, which is expected to bring together more than 3,000 delegates from airlines, airports and tourism authorities from across the globe.

The annual event takes place in a new location each year and is the largest conference in the aviation sector, providing a forum for the discussion of new air services and routes.

The 25th annual World Routes Development Forum will be jointly hosted by the South Australian Tourism Commission, Tourism Australia and Adelaide Airport Limited, and will be the first time the event has taken place in Australia.

Get in Air NZ training

AIR New Zealand is urging travel consultants to get their training started for its 'Do Dave's Itinerary' promotion which offers a grand prize of a Keith Prowse Travel Super Bowl package worth \$20,000 (**TD** 10 Oct).

Registrations are now open in the lead-up to the 27 Oct launch of the campaign - see **page eight**.

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OTP Sep stats out

ON TIME arrivals and departures were higher than the long term average performance in Sep for all routes, at 82.8% and 84.2% respectively, according to the latest BITRE statistics.

Qantas took the lead for major domestic airlines during the month, with on time arrivals at 87%, followed by Virgin Australia (85.1%), Tigerair Australia (82.6%) and Jetstar (76.8%).

The Qantas network and the Virgin Australia network tied for on time arrivals at 85.1%.

The Brisbane-Hobart route had the highest percentage of on time arrivals (98.3%) and the Adelaide-Alice Springs route had the highest on time departures (100%) while the Sydney-Ayers Rock route came in at last place for on time arrivals (55%).

CHC viewing area

CHRISTCHURCH Airport in NZ will create a special viewing area next Mon 31 Oct so the public can watch the arrival of the South Island city's first ever scheduled Airbus A380 flight.

The new daily Emirates service from Sydney will be able to be viewed from a grassed area opposite the main runway.

So-called 'Planespotters Park' will be open for only one day, from 1100 to 1845.

The historic flight is scheduled to land at 1345 local time, with several lucky **TD** readers on board after winning last week's comp.

Helloworld \$30m success

HELLOWORLD has successfully completed its institutional placement of new shares (**TD** Fri), raising \$29.75 million which will go towards its \$14 million half purchase of MTA Travel, costs of the deal and retirement of debt.

Seven million new shares have been issued at \$4.25 each, a 7.4% discount to the 30-day volume-weighted average price of \$4.59.

In an update to the ASX this morning, Helloworld ceo Andrew Burnes said the placement had attracted significant demand from new and existing domestic and international investors.

"We are very pleased with the strong level and quality of demand for the placement.

"This demonstrates support of the acquisition of MTA and the underlying fundamental business," Burnes said.

Networking sold out

TOMORROW night's *Travel Daily*/JITO industry networking night in Sydney is now fully booked, with the event taking place from 6pm at the Ivy Den Lounge, 330 George St in Sydney.

The major prize on the night is a trip for two to New York courtesy of American Airlines, and attendees who haven't already done so are reminded they must join the JITO community by either registering via the Jito Connected app or at jitoconnected.com in order to be in the running.

On Fri Helloworld announced it would take a 50% stake in MTA, giving it "a significant footprint into a sector that Helloworld expects to see high-growth in the short-medium term".

MEANWHILE at the Helloworld Owner Managers conference in Singapore last weekend Burnes announced all members of the group would receive shares in the company, with a total of 750,000 distributed during the event, valued at about \$3.5 million.

Burnes also revealed that the 2017 OMC will be held on the Gold Coast in May, in conjunction with the helloworld for Business Summit as an extra day.

DFAT Turkey update

THE Department of Foreign Affairs and Trade has reissued its Smartraveller advice for Turkey, warning that all public gatherings have been banned in the capital, Ankara, until after 30 Nov.

DFAT continues to advise Aussies to reconsider their need to travel to Ankara and Istanbul, and to exercise a high degree of caution in Turkey overall.

EK boosting Seattle

EMIRATES is set to increase capacity on the Dubai-Seattle route, with the deployment of a larger 777-300ER aircraft rather than the existing 200LR.

The change is effective 01 Dec.

Two more AI tickets

AIR India is giving away another two tickets to Europe this week to *Travel Daily* readers, who can once again answer the daily competition questions to be in the running to win.

Today's question is in the AI advertisement on **page 1**, with last week's winner to be announced in **TD** tomorrow.

BA to New Orleans

BRITISH Airways has confirmed new flights between London Heathrow and New Orleans, with 787-8 services to kick off on 27 Mar 2017.

The flights will be Louisiana's only non-stop transatlantic route, with New Orleans to become British Airways' 23rd destination in the US.

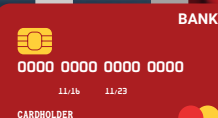
Travel agents on TV

OPEN Jaw, an independent community network for all travel agents and industry professionals, has released the second in a series of online videos showcasing travel agent skills.

The 'Travel Agents Do Travel' videos feature several familiar faces, with the new TVC highlighting visa requirements and the first one, launched a few weeks ago, looking eerily similar to the recent controversial Webjet commercial (**TD** 16 Aug) but with a somewhat different message - see traveldaily.com.au/videos.



Read more



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Travel Daily

First with the news

Monday 24th October 2016



TRAVELMARVEL
Travel More

2 FOR 1
AIRFARES*

PORTUGAL & SPAIN CRUISING 2017
ON THE MS DOURO QUEEN

Cover-More shares

COVER-MORE today announced the completion of its retail entitlement offer, with an allotment of 9.7 million shares to begin trading tomorrow.

The offer, along with an institutional entitlement offer, will raise approximately \$73.3 million and will help fund the insurer's purchase of Travelex Insurance Services (**TD** 27 Sep).

Storm cost US\$50m

HURRICANE Matthew cost the US hotel industry losses of about US\$50 million, according to hotel analysts STR.

The Sep storm impacted on room revenues across five states - Florida, Georgia, North Carolina, South Carolina and Virginia - with a severity similar to Hurricane Sandy of 2012, STR said.

Hardest hit areas included Orlando, which lost US\$14.5m, Miami (US\$13.6m) and Charleston (US\$9.6m).

New calls for Airbnb ban

TOURISM Accommodation Australia (TAA) has today called for Australia to follow the lead of New York which on Fri announced a state-wide ban on lettings of less than 30 days.

The New York move is seen as a major blow to holiday rental sites such as Airbnb and follows similar crackdowns in cities including San Francisco, Berlin, Paris and Amsterdam.

TAA today said the New York laws, which allow fines of up to US\$7500 for breaches, should be adopted as a model across all Australian jurisdictions.

"We call on Australian governments at all levels to take note and take action to protect residents, communities and regulated accommodation operators," TAA CEO Carol Giuseppi said.

"As in New York we want a very specific ceiling on the number

of days an apartment or house can be let out on the short-term market and we want online distribution channels to be held responsible for ensuring these limits are not exceeded."

Giuseppi said websites should be limited to advertising only properties that were compliant with safety, insurance, body corporate, strata, council and state regulations.

"We are not against genuine 'sharing', but we believe there needs to be sensible and proportional regulations imposed on non-resident commercial property owners - especially multiple-property investors - who rent out full properties for short term stays," Giuseppi said.

New York's ban came less than a week after a NSW Legislative Assembly Inquiry recommended a reduction in regulation, a move opposed by the TAA.



Window Seat

THE US Department of Transportation has backed Hawaiian Airlines and its right to weigh its passengers so the carrier can learn how to better save on fuel costs.

Six complaints were filed in response to a six month survey that began in Feb on the Pago Pago route, with passengers calling the study "discriminatory".

DOT disagreed with this and ruled in favour of the airline, citing the move was critical for safety, with heavy adults clustered in one part of the plane a hazard in the event of a crash landing.



QUEST EAST PERTH

OPENING 31 OCTOBER 2016

Quest East Perth, featuring 130 studio, one and two bedroom apartments, is centrally located on Adelaide Terrace, just moments from the Perth CBD.


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APARTMENT HOTELS

Visit questeastperth.com.au
or search "QG" on the GDS

Monday 24th October 2016

Cairns hotels strong

THE Cairns hotel market is performing better than all other key accommodation markets across Australia, according to a new report by Knight Frank.

The study found occupancy in Cairns hotels has jumped nearly 15% in last three years from 68.6% to 83.3%.

Recent months have even recorded regular occupancy rates higher than 90%.

It also noted that more than \$200 million worth of hotel assets had been traded in the far North Queensland city since May 2015 - highlighting investor confidence.

Revenue per available room averaged \$114.02 in the year to Aug 2016, up a whopping 41.5% since the same period in 2012.

"The Cairns hotel sector has transformed into a market of renewed opportunity," Knight Frank's director of research and consulting Paul Savitz said.

CLICK HERE for the full study.

Flight Centre drop

A SELL recommendation has been issued for Flight Centre (FLT) by a team of Griffith University students who won the recent CFA Institute Research challenge.

The challenge sees four teams of university students make a call on an ASX-listed company.

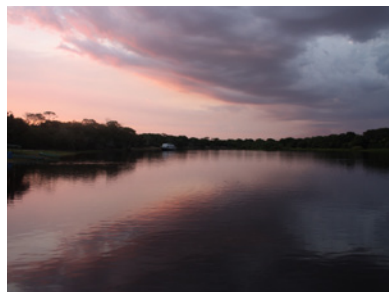
The Financial Review reports the students put a 12-month target price of \$31.93 on FLT with a projected downside of 13%.

The report cited "industry volatility" and less need for "travel agency intermediation" as key factors in their decision.

CLICK HERE to read it.

OD ups India service

MALINDO Air is upping its Kuala Lumpur to India services with weekly flights to Kochi rising from seven to 11 from 30 Oct, the addition of a fourth weekly flight to Thiruvananthapuram from 30 Oct and an eight-weekly flight coming to Mumbai from 03 Dec.



See what else Brazil has to offer beyond Rio in the October issue of *travelBulletin*.

CLICK HERE to read **travelBulletin**

Welcome to the ITG family!



INDEPENDENT Travel Group general manager of sales, Jonathan Nelson, is **pictured above** welcoming Bicton Travel's Carole Smethurst to the Express Travel family (**see p1**).

As well as its flagship Bicton Travel brand, the agency operates Journeys by Bicton Travel, luxury brand Bicton Travel Premium and the online cruise specialist

website cruisefinder.com.au.

The high profile agency is also a Virtuoso and Cruiseco member.

California bus crash

THIRTEEN people have been killed and at least 30 injured after a USA Holiday tour bus crashed into a freight truck in Palm Springs, California yesterday.

Last chance to

MAKE IT HAPPEN

with Early Bird fares from \$1,379*

Our Early Bird fares for 2017 are ending soon. With over 80 destinations across the globe to choose from, now's the time to inspire the next adventure. Book now to make it happen.

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Europe	\$1,379*	Europe	\$6,949*
The Middle East	\$1,449*	The Middle East	\$7,699*
UK and Ireland	\$1,479*	UK and Ireland	\$7,129*
South Africa	\$1,619*	South Africa	\$7,899*

emiratesagents.com/au

Hello Tomorrow

*Terms and conditions: Offer ends 31 October 2016 unless sold out prior. Airfares are inclusive of taxes and surcharges correct as of 22 August 2016 and subject to currency fluctuation. Economy Class low season travel periods to UK/Europe/Ireland: 1 February to 28 March 2017; The Middle East/Africa: 1 February to 23 May 2017 and 2 August to 30 September 2017. Business Class travel period: 1 February to 30 September 2017. Seat availability from Dubai to Australia is restricted at peak inbound demand periods, including but not limited to 30 September to 17 October 2017. Bookings can only be made up to 11 months in advance. Advertised airfares are for return travel from Melbourne on Sunday through to Thursday. Day of week and peak season surcharges apply. More travel periods, destinations and fares are available from Sydney, Perth, Adelaide and Brisbane. Offer subject to availability and flight restrictions apply. Cancellation and change fees apply. For full terms and conditions, see your GDS, visit emiratesagents.com/au, or call Emirates on 1300 303 777. Other conditions apply and offer subject to change.

Three decades of ATAC!



AUSTRALIAN Travel Agents Co-operative (ATAC) members across the nation came together after the Group's annual general meeting on 15 Oct to mark the entity's 30th Anniversary.

Hosted at Melbourne's RACV City Club, event sponsors included Travelpoint and Pinpoint Travel Group.

Chairman Janene Rubens thanked ATAC members and sponsors for their support and commitment to the organisation.

"The future of ATAC is looking very bright with the substantial growth in the number of members in recent times," Rubens said.

"Members were enjoying increased financial benefits and

in 2016 had received a super override payment for their air."

Highlights from the celebratory bash included the presentation of the ATAC Top Achieving Office and Most Improved Office Awards, along with the announcement of the winner of a Royal Caribbean Cruises campaign.

Nine of ATAC's Top Achievers were also invited to go on a lavish Achievers Trip.

Pictured are ATAC's Board and Management celebrating the occasion.

From left are: Janene Rubens, Nicole King, Joe Germano, Leanne Russell, Michelle Emerton, Robert Adams, Georgina Randall and Wayne Hamilton.

ADL airport hotel

ATURA Hotels has inked a deal with Adelaide Airport to develop and operate a new seven-storey property within the precinct.

The 165-key, seven-storey airport hotel will feature a restaurant and bar, a business centre, flexible function and meeting spaces and much more.

Construction of the newbuild is expected to commence from Apr 2017, with its official opening date earmarked for Dec 2018.

MEL Uber rank

DESIGNATED Uber lanes are set to be installed at Melbourne Airport for pick-up and drop-off, reported the *Herald Sun*.

Uber spokesman Mike Scott said the new area will be created to improve safety for Uber users who currently need to walk off site to catch their rides.

"Thousands of people open the app at Melbourne Airport every week looking for safe, reliable and affordable rides, and we'd welcome the opportunity to meet this demand."

Victorian Taxis spokesman David Sing warned if the plans go ahead, they would block the entrance to the airport in protest.

"Drivers are hurting so there'll be confrontation about it".

D'world Halloween

DREAMWORLD on the Gold Coast will be transformed into Screampworld in time for Halloween celebrations.

Screampworld attractions include a silent cinema screening of *Ghostbusters*, trick or treating, thrill rides, Zombie 'Evolution' laser tag and much more.

Prizes will be awarded to those with the best costumes.

The Halloween family celebration will be held on 28 and 29 Oct from 6:30pm to 10pm.

Limited tickets are still available, visit dreamworld.com.au.

Air China route swap

FLIGHTS operated by Air China on the Seoul Incheon-Qingdao route will be transferred over to affiliate Shandong Airlines, effective 30 Oct.

Flight numbers CA128/127 will revert to SC4087/4088 and CA134/133 will become SC4620/4619.

Flight schedules and fares will remain unchanged.

Christmas Comes Early with Garuda Indonesia Earn \$25 Gift Cards

Earn a \$25 Gift Card for every GA ticket issued!

Simply book and ticket flights departing Australia in November 2016 to anywhere on the GA network.

Issue tickets between 17OCT-29NOV16.

Email incentives@garuda-indonesia.net.au with ticket number, PNR, Consultant Name, Agency Name & Address.

Click here for more info!



Look Forward



T&C's apply. View flyer for full details.

Monday 24th Oct 2016

Roam Represents

NEW owner Greg Parkes has changed the name of Randall Marketing Australia to Roam Represents Pty. Ltd.

The company has also announced plans to expand its base to include new aspects of hotel marketing & management.

Parkes bought the business 18 months ago and said he is investing in off-shore markets where they can partner with existing companies.

See roamresortsandhotels.com.

GOL notice to market

BRAZIL air transportation group GOL Linhas Aereas Inteligentes has initiated an internal inquiry by independent advisers to investigate several payments made by the company in 2012/13.

Win Red Earth by Tony Park

This week **Travel Daily** and

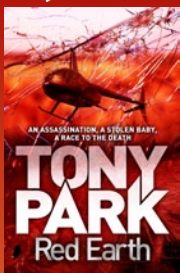
Swagman Tours is giving five lucky readers the chance to win *Red Earth* by Tony Park.

On the outskirts of Durban, Suzanne Fessey fights back during a vicious carjacking. She kills one thief but the other, wounded, escapes with her baby strapped into the back seat. Called in to pursue the missing vehicle are helicopter tracker pilot Nia Carras from the air, and Mike Dunn, a nearby wildlife researcher, from the ground. But South Africa's police have even bigger problems: a suicide bomber has killed the visiting American Ambassador, and chaos has descended on Kwa-Zulu Natal. As the missing baby is tracked through wild game reserves from Zululand to Zimbabwe, Mike and Nia come to realise that the war on terror has well and truly invaded their part of the world.

To win, simply be the first person to send through the correct answer to the question below to:

tonypark@traveldaily.com.au

Fill in the blank: *Red Earth* is Tony Park's ____ fiction book he has written.



Ensemble bookings

ENSEMBLE Travel Group, who has offices in the US, Canada and Australia, is expecting a boom in overall bookings for 2017, with 62% of its member agencies stating they expect sales to rise when compared with 2016.

According to the Ensemble Insights Survey, which was revealed at the group's annual conference in San Diego last week, Europe sales are looking to rebound in 2017 with 46% of respondents noting they were seeing stronger bookings for the continent compared to 2016.

Croatia, Iceland and Ireland have been revealed as the top-pick destinations for 2017, replacing traditional favourites such as Paris and Rome.

Jeppesen TUI p'ship

BOEING subsidiary Jeppesen has partnered with European charter operator TUI Group to present an integrated training program available to airlines and other operators.

Jeppesen's eAcademy initiative aims to streamline dispatch training for operators, while TUI will establish a theory and practical learning environment that is ICAO and EASA compliant.

Hilton Zhongshan

HILTON Garden Inn Zhongshan Guzhen, China has welcomed its first guests.

The 246-room property, situated near the Guzhen Convention and Exhibition Centre, offers multi-purpose meeting rooms, all-day dining at onsite restaurant Garden Grille and Bar, a 24-hour fitness centre and more.

Ireland sales mission

TOURISM Ireland is set to commence its annual Australia and New Zealand sales mission.

Grammy nominated artist and INXS frontman Ciaran Gribbin will attend and perform for guests at each of the roadshows.

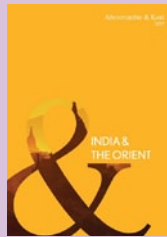
The events will be held in Auckland at the Hilton Hotel on 14 Nov, Brisbane on 15 Nov at the Marriott Hotel, Sydney on 16 Nov at the Westin Hotel and Melbourne at Zinc on 21 Nov.

Attendees will get the chance to win an Ireland famil flying Emirates - **CLICK HERE** to register.



Brochures

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Abercrombie & Kent - India & the Orient 2017

Inside this new brochure is a selection of small group journeys to 15 countries across the region. New destinations for 2017 include Ladakh, Uzbekistan, China's Silk Road and the Maldives. Also fresh to the program are luxury cruises on the Yangzi, the Kerala backwaters, Myanmar's Ayeyarwady and the Mekong. Learn about the 14-day India by Rail journey, the 11-day Treasures of Southern India, the 15-day

Enchanting Sri Lanka or staying at the boutique luxury resort Milaidhoo Island in the Maldives.



Freestyle Holidays - Maldives 2017/2018

This new catalogue highlights a selection from more than 60 Maldives resorts in the Freestyle Holidays range. Offerings include the newly renovated, all-inclusive Centara Grand Island Resort & Spa, the Outrigger Konotta Maldives Resort with its spacious villas and the Finolhu Villas, a retro-inspired island paradise located in the UNESCO world biosphere of Baa Atoll.



Trafalgar - Family Experience 2017

South Africa is promoted as a hot new destination for family travel in 2017 in this new Trafalgar catalogue. The 13-day South African Adventure includes experiences from animal spotting in Kruger National Park to meeting local children in Cape Town. Also featured inside are existing family favourites such as the magical Castles and Kilts 10-day journey through England and Scotland, the exotic Monkeys, Jungles and Volcanoes Costa Rican escapade and the all-American Wild West, Cowboys and Buffalos adventure.



Discover the World - Voyages of Discovery's Winter Preview 2017/18

Contained inside is a preview of cruises to Madagascar, Mauritius, Sri Lanka, the Seychelles, the Maldives, South Africa and Dubai, United Arab Emirates. For Christmas and New Year there is a 15-day cruise along the southern coast of Africa from Cape Town to Mozambique. Special sailings include a 15-day flora and fauna sailing from Cape Town to Mauritius stopping in at Pamplemousses Botanical Gardens.



BUSINESS DEVELOPMENT EXECUTIVE

MSC Cruises is seeking a fulltime Business Development Executive for Queensland. The successful candidate will develop a strong sales strategy for direct and trade relations. Promoting and managing specific sales and marketing avenues, providing representation at consumer and trade events, weekly sale reporting to provide increase sales to meet company and state KPI's.

The successful candidate will have a proven track record of achieving sales targets, demonstrate professional sales skills to consumer and trade markets and have a strong analytical approach. Salary on application. Send written CV with covering letter to hr@msccruises.com.au by 28 October 2016.

Toowoomba takeoff

THE first int'l passenger flight from Toowoomba's Wellcamp Airport took to the air operated on a Qantas A330 yesterday, landing in Shanghai last night.

Pandaw new itinerary

PANDAW has introduced an updated 14-night itinerary from Laos to China, which allows guests to travel the Upper Mekong River to Yunnan in China.

The journey includes overnight stops in Vientiane, Luang Prabang, Chiang Saen & Jinghong.

Prices lead in at \$7,454pp, visit www.pandaw.com.

New Centra Thailand

CENTARA Hotels & Resorts has opened the 158-room Centra by Centara Phu Pano Resort Krabi in southern Thailand.

The resort is 35 minutes from Krabi International Airport and features a pool, fitness centre, bistro-style restaurant, meeting facilities and free wi-fi.

Turkish Airlines gm

GENERAL manager and vice chairman of the executive board of Turkish Airlines, Temel Kotil has stepped down.

Bilal Ekşi has been named as gm, vice chairman of the board and of the executive committee.

Emirates cancellation

EMIRATES has confirmed a Perth-Dubai flight on 09 Oct was cancelled "due to operational reasons arising from a medical issue involving a crew member".

"Passengers were provided hotel accommodation and rebooked on EK421 with a delay of 16 hours," the airline said in a statement, noting "the safety of our passengers and crew is of utmost importance and will not be compromised."

The *West Australian* is reporting the captain of the 500-seat A380 super jumbo was allegedly stood down after declining to take an alcohol and drug test.

Wellness tourism up

REVENUE from wellness tourism grew 14% from 2013-2015, according to new Global Wellness Institute research.

The study found wellness tourism accounts for 15.6% of total tourism revenues and that wellness travellers spend 61% more per trip than the average international tourist.



THE Emirates Business class lounge at Concourse B of Dubai International Airport has a new look, following a US\$11 million two-year refurbishment project.

Three new concepts are within the lounge, including a barista experience in partnership with Costa Coffee, a health hub with Voss water featuring healthier options, and a Moët & Chandon champagne lounge.

The new facility spreads across 929m² and can accommodate over 1,500 customers - a 40% increase in seating capacity.

Children visiting the space can

enjoy a play area with arcade games which has doubled in size and the Timeless Spa has also been renovated.

The three new offerings are in addition to seven other locations within the lounge.

The Moët & Chandon champagne lounge is **pictured**.

Tas bike ride opens

A NEW mountain bike experience, the Blue Derby Pods Ride in North East Tasmania is now taking bookings.

The three-day ride through the Blue Derby Mountain Bike Trail network includes private pod accommodation and includes local food and wine, priced at \$2,295 per person - **CLICK HERE**.

TNZ backpacker push

TOURISM New Zealand has teamed up with STA to target backpackers from the UK and Germany under a campaign headlined "Play More Every day, Work and Travel".

The promotion includes digital marketing and shop window advertising, supported by agent training and STA's "flight and adventure" promotional deals.

Top agents to Perth

TOURISM WA has applauded Helloworld's decision to hold the first Global STARS event in Perth, as revealed exclusively by *Travel Daily* on Wed.

Tourism WA acting ceo Gwyn Dolphin said the event presented a unique and "invaluable" opportunity for tourism in WA.

"I am certain the top agents will leave Perth, well equipped to sell what they have seen to potential visitors - from new accommodation options and tourism infrastructure to vibrant small bars and restaurants."



This month, *Travel Daily* and Vanuatu Tourism Office, Air Vanuatu and Tamanu on the Beach are giving readers the chance to win a trip to Vanuatu including:

- Five (5) nights run of house accommodation at the newly reopened Tamanu on the Beach including daily a-la-carte breakfast
- Return transfers courtesy of Tamanu on the Beach
- Two complimentary return economy class tickets on Air Vanuatu from Sydney or Brisbane to Port Vila.

To win, answer each daily question correctly and have the most creative final answer. Send your entries to vanuatucomp@traveldaily.com.au

15. How long is the drive from Port Vila to Tamanu on the Beach?

Terms and conditions

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Train now for Dave's Itinerary

Hurry, get your training started before
entries open Thursday 27 October

WIN

a Keith Prowse
Travel Super Bowl
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\$20,000

Meet Dave. Dave used to do his annual trip south the old fashioned way,
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Register to start training before Do Dave's Itinerary entries open on Thursday 27
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Register now

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*** NEW ROLES * TRAINING ROLES GALORE**

TRAINING MANAGERS x 2

SYDNEY – EXCELLENT SALARIES UP TO \$90K PLUS

AA Appointments currently have 2 different opportunities in training. Training roles are rare so if you are a training specialist and thinking of a change please call to discuss. We have a technical training role with mandarin speaking skills and a training role for a niche travel specialist. All are paying exceptional salaries and offer excellent working environments and opportunities for progression, interviews are underway so call today.

*** NEW ROLE * PERTH IS CALLING**

SALES MANAGER (WA)

PERTH – LUCRATIVE SALARY PACKAGE

Looking after the WA market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Representing a premium product, impeccable presentation skills together solid experience as a Sales Manager in the WA market is essential. Working with this amazing product, you will be thrilled with the benefits on offer here.

SUPPORT AND DEVELOP

IT DEVELOPER

GOLD COAST – DOE \$100K + SUPER

We have a rare opportunity to join this travel company as an IT Developer. You will be responsible for supporting the existing systems as well as analyse and develop improvements & working closely with the various departments on requirements. Your previous experience working in a technology environment within the travel industry & proven skills in managing stakeholders including third party partners will be the key to success.

*** NEW ROLE* HIT THE ROAD**

SALES EXECUTIVE – BEAUTIFUL BRAND

SYDNEY - SALARY PACKAGE \$65K PLUS CAR

Our client is searching for a Sales Executive who is passionate about cruising along with the ability to source and secure new business. You will have a real drive, passion and understanding of the cruising market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm

INTERVIEWING NOW

REGIONAL MANAGERS x 4

VIC, QLD, NSW & WA – PKG TO \$82K (DOE) + COMM + CAR

Leading Travel Company is looking for a number of experienced account/business development managers to join their expanding team. You will be responsible for managing a portfolio, building strong relationships & delivering presentations to increase & bring on new business. Strong salary + car allowance & uncapped comms. Prev. experience in a similar role required along with strong presentation, organisation & communication skills.

ANALYSE THIS

BUSINESS SYSTEMS ANALYST

BRISBANE – UP TO \$66K PKG

Join this forward moving and global operator using your analytical and travel systems experience. Working closely with key business and technical personnel you'll be able to leverage new and existing technologies to provide improvements in system deployment, product delivery efficiencies and system support. Native calypso and experience in a similar role is a must. Strong salary package and career opportunities on offer.

WIDE OPEN SPACES

BUSINESS DEVELOPMENT EXECUTIVES

BRISBANE/GOLD COAST – UP TO \$70K PKG

We have several unique BDE roles that offer complete diversity of product, people and styles. If you're an experienced BDM/BDE who can find new leads and win new business, these roles will suit you. Both require travel around QLD so you'll need to be flexible along with being confident in delivering information and speaking in front of people. If you love life on the road and have a proven experience in a similar role – apply today to find out more.

JOIN THIS AMAZING TECHNOLOGY CLIENT

FINANCE MANAGER X 2

SYDNEY– SALARY PACKAGE TO \$95 (DOE)

Currently in a Finance role but need a fresh start? This interesting supplier to the travel industry have two vacancies within their Finance area, one will have strong Calypso and one will need to have Xero experience. You will be joining a company that is seeing extreme growth, and will continue to grow. Great team based in the CBD with a strong remuneration package to find out more contact AA on 02 9231 2825 or send your resume today.

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