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Tuesday 27th September 2016

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FC to sell Ignite packages

THE new partnership between Flight Centre and Ignite Travel (TD 15 Sep) is already bearing fruit, with a new exclusive 'Get Luxe' product range to launch later this week for sale via Flight Centre's Escape Travel stores.

The move was revealed by Ignite Travel ceo Randall Deer this morning at the Traveltech conference in Sydney, where he appeared on a panel alongside Scoopon gm Jon Beros & Adam Schwab from Luxury Escapes.

Deer said unlike his rivals, it will be possible for customers interested in the new Get Luxe product to check availability prior to purchase, with the range to also be available via a dedicated new Get Luxe website.

The initial launch will be in-store this week, with Get Luxe offers featuring "high end all-inclusive" product packaged to make it unique and not available through other channels.

"We're blending the benefits of dealing with a traditional travel agent with the voucher business," Deer told **Travel Daily**.

Customers will be able to

finalise the booking in store, rather than having to redeem vouchers with individual resorts.

Deer highlighted the company's strong heritage in travel meaning the experience of both suppliers and customers is paramount.

"This is going to be like nothing they've ever had on their shelves," he said, and while it will initially roll out within Escape Travel, this is with a view to expanding it across the whole Flight Centre network.

MEANWHILE on the same panel Lux Group md Adam Schwab confirmed the company's travel business was now transacting over \$200m in annual TTV.

Schwab wouldn't be drawn on whether Luxury Escapes was still planning a public listing (TD 08 Apr), only saying "we have plenty of different things on the go".

Today's issue of TD

Travel Daily today has seven pages of news, including 2 photo pages for **Dubai Tourism** plus full pages from: (**click**)

- inPlace Recruitment
- Travel Trade Recruitment

Walsh heads ANA

ALL Nippon Airways has today confirmed the appointment of Brett Walsh as country manager Australia by GSA, The Walshe Group (TD 01 Sep).

Walsh was most recently the country manager for Aircalin.

MEANWHILE, the Star Alliance member carrier has launched an advertising campaign on free-to-air TV channels in Sydney for the first time ever.

The 'Hello Blue, Hello Future' TVC features Jamaican Olympic superstar Usain Bolt who inked an endorsement agreement with ANA earlier this year.

New Hunter terminal

THE NSW Govt's decision to invest \$12.7 million on a multi-user cruise terminal in Newcastle to support cruise tourism has been lauded by Carnival Australia.

The facility will be able to handle ships of up to 300m in length.

President of P&O Cruises Sture Myrmell welcomed the news, saying a new terminal would entice more cruise ship calls at the Hunter port - more in today's issue of **Cruise Weekly**.

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Adina Macq Park start

GROUND has been broken on the new Adina Apartment Hotel at Macquarie Park in Sydney, to be operated by TFE Hotels.

The property will feature 154 hotel apartments and is slated to open before Christmas next year.

FLT expands Euro footprint

FLIGHT Centre Travel Group has acquired corporate businesses owned by European online travel agency eDreams ODIGEO.

The latest purchase means Flight Centre has now secured a presence in five key markets: Sweden, Denmark, Norway, Finland and Germany.

Group md Graham Turner said today's announcement was aligned to the company's global strategy of fast-tracking growth in corporate travel.

"While these new additions to our network are relatively small, they are profitable and give FLT a company-owned presence in five key corporate travel markets within Europe, along with a platform for further corporate travel expansion," he said.

Turner added that by having company-owned businesses in the new European markets, the

group would also "gain greater control over the service offering we deliver to local, national and multi-national clients".

As part of the buy-out, FLT has also received a proprietary online booking tool, which the group says could potentially be rolled-out within the SME-focussed Corporate Traveller and Flight Centre Business travel brands elsewhere in Europe as part of a lower cost corporate offering.

The acquisition, which will be cash-funded, is expected to be formally completed by the first half of FY17.

HLO, Scenic mail-out

SCENIC has launched a joint promotion with Helloworld Ltd, offering helloworld guests a \$200 per couple discount on select 2017 cruises and tours.

The partnership includes a 24-page letter-box drop flyer to 1 million "high prospect households in postcodes surrounding helloworld stores nationwide".

The exclusive savings are valid on select Scenic luxury trips to Europe, China, South America and Asia, which are in addition to added bonuses & earlybird deals.

Offers include free pre/post hotel nights and suite upgrades. A spokesperson for Scenic told **TD** the campaign was available to helloworld Branded, Associate and My Travel Group agencies.

See scenic.com.au/helloworld.

Scot drops Honkers

SINGAPORE Airlines budget subsidiary Scoot is shelving flights to Hong Kong, from 28 Oct, three years after launching the service.

TZ currently operates the SIN/HKG route thrice weekly using Boeing 787 Dreamliners.

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New Air NZ exec

AIR New Zealand has developed a new executive role to oversee the carrier's jet cabin crew, jet pilots and people safety.

Heading the position of chief air operations and people safety officer will be John Whittaker.

Whittaker, who has been with Air NZ for 30 years, is currently group general manager.

In the new role, he will report directly to ceo Christopher Luxon.

He starts in his new capacity effective 03 Oct.

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Cover-More acquires Travelex

TRAVEL Insurance provider, Cover-More Group, has announced the 100% acquisition of Travelex Insurance Services for US\$105 million (AU\$138m).

The purchase will see Cover-More and Travelex's operations and capabilities combined, which will remove the duplicated costs in Cover-More's existing US start-up; reduce operating costs to support Cover-More customers in North America and leverage

Cover-More's medical assistance initiative in other geographies.

"Travelex Insurance Services is the third largest retail travel insurance specialist provider in the USA, which will accelerate Cover-More's entry into North America and provide a platform for further North American expansion," said Cover-More in an ASX update.

Additional revenue streams for Cover-More will also be created as a result of the acquisition, with the group planning to leverage Travelex's name and market profile to build new partnerships within the travel, aviation and financial sector.

BA First class upgrade

FOR a limited time, British Airways is offering pax booking return Club World (Business class) on valid flights from Sydney the chance to upgrade one sector to First class for free.

BA's Club World fares to Singapore are priced from \$3,898 and from \$7,987 to UK/Europe.

The complimentary upgrade is available for travel from now until 31 Mar, when booked by 05 Oct.

Cogwheel inclusion

SWITZERLAND'S cogwheel railway, Pilatus Bahn, will be an inclusion for travellers using the Swiss Travel Pass from 01 Jan.

The historical experience, located near Lucerne, includes the aerial panorama gondola from Kriens to Frakmunegg and the aerial cableway (otherwise known as the Dragon Ride).

Swiss Travel Passes are sold through Rail Europe GSAs.

Backpacker tax axed

THE controversial 'backpacker tax' proposed to be introduced on seasonal workers on holiday in Australia has been dropped.

According to the *ABC*, the Federal Government responded to widespread pressure on the earmarked 32.5% tax on backpackers.

The Govt was expecting to recoup \$500m from the jacked up tax rate however will now elevate the Passenger Movement Levy by \$5 to cover the charge, the media outlet is reporting.

In a boost for the tourism industry, the government will inject \$10 million to market jobs to backpackers, Federal Treasurer Scott Morrison said.

Earlier today, the Tourism & Transport Forum insisted the Govt terminate the backpacker tax "and work with the industry to repair the damage to Australia's international reputation".

The remark follows the release of new figures which showed a massive drop in the number of working holiday visas granted, falling 5.4% in the 12 months to 30 Jun 2016, equating to 12,229 less than the year prior.

Yesterday, the TTF said the tax would recoup only half of what it was expecting to do (*TD* yest).

B6 adds MCO/LAX

JETBLUE Airways is increasing its offering on transcontinental services in the United States, announcing it will commence daily flights between Orlando and Los Angeles, effective 05 Jan.

Launch fares on the new flight start at US\$65 one way.

Flights will be operated by Airbus A320 aircraft.



Window Seat

WENDY Wu tours sure know the way into *Travel Daily's* heart (through our stomach), yesterday delivering to our office an assortment of scrumptious cupcakes!

The adorable panda cupcakes (pictured) look to be inspired by the recent relaunch of the beloved kung-fu Wendy character, which was recently released alongside their 2017 program (*TD* 26 Sep).



La Compagnie exits

ALL Business class transatlantic airline La Compagnie will pull flights on the London (Luton)-New York (Newark) route citing the impact of Brexit.

The French airline launched the route in Apr last year but said it plans to "intensify its presence" on the Paris-New York route, meaning the London-New York service would end on 25 Sep.

"This has not been an easy decision for us to make but we would like to emphasise that this is the suspension of, not the cancellation of, the London-New York route," ceo Frantz Yvelin said.



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AC 787s to S America

AIR Canada is planning to operate Boeing 787-8 Dreamliner flights on the Toronto-Santiago de Chile-Buenos Aires route from 25 Mar, GDS displays indicate.



AFTA update

From AFTA's chief executive, Jayson Westbury



WITH the release of the final Travel Compensation Fund (TCF) report comes the news of the final chapter in what has been a very long transition via the Travel Industry Transition Plan.

The report spells out in detail how the funds that remained within the TCF have been used, as the organisation which has served the travel industry so well for more than 27 years closed its doors.

The \$19 million that has been dispersed back to the states comes as no surprise as the industry has known all along that TCF would follow the transition trust deed that was developed as a part of the transition plan which included this disbursement back to the states.

I know that many in the industry believe that these funds should have in some form or another been returned to the travel agency community as in fact it is the travel agency community that funded the TCF for all those years.

As with any reorganisation on such a scale has been the case with the de-regulation of the travel industry, there is a cost and it has come in the disbursements back to the states.

AFTA had been lobbying heavily for a large portion of the \$19 million to be used to extend the education process to consumers to make them more aware of the ATAS scheme and the benefits ATAS brings, but unfortunately this was not to be forthcoming from the state govts.

AFTA and the members have benefited from the establishment grant that AFTA received which allowed us to create, implement and operate ATAS for the first year.

As we now move into our third year of operation clearly ATAS can now stand alone without further subsidy.

This demonstrates that the industry is able to stand on our own feet to run and operate a professional industry-led accreditation scheme that allows consumers to select an agent who is part of the industry scheme.

There is always more that can be done and we continue to build on the success that ATAS has had and connect even more keenly with consumers via the extensive and wide ranging marketing activities which ATAS undertakes.

So as the industry says a final goodbye to the TCF, it is important to acknowledge the work of all of the current trustees and former trustees who have presided over the decades of success that the TCF brought to the travel agency community and consumers over the years.

An important piece of the Australian Travel Industry history has come to an end and I am sure the TCF will be remembered for years to come.

On behalf of all of the travel agents of Australia a big thank you to the men and women who have been a part of the TCF over the years as we now look to the future and the success of the ATAS scheme.

IABCA finalists honoured



SYDNEY-BASED Mantra Wild Adventures has been named a finalist in the India Australia Business & Community Awards.

"It was an honour to be nominated for the awards," said Mantra Wild Adventures founder Reena Tory, at a cocktail event held at the Maritime Museum in Sydney last Fri.

"We are thrilled to have made it as a finalist in the Travel Agency/Tour Operator of the Year category."

There will be a black tie awards gala for IABCA 2016, which will take place on 28 Oct at the Four Points by Sheraton Sydney.

Attending keynote speakers include His Excellency Navdeep Suri, NSW Premier Mike Baird, and TV/radio personality Tracey Spicer.

Pictured **above** at the cocktail soiree are Reena Tory from Mantra Wild Adventures and Philip Boniface from helloworld Carlingford.

DXB ups A380 gates

DUBAI International Airport is set to expand its number of A380 contact stands to make way for Emirates' growing fleet of superjumbo jets.

The project will see Code F Gates at Concourse C go from three to 13, bringing the total number of A380 gates to 47.

A refresh of Concourse C is also on the cards, with an increase of dedicated airline lounge space, ambiance enhancements and interiors to come.

Big Bus acquisition

BIG Bus Tours has acquired Smart Destinations, the Boston-based company responsible for producing Go City Card passes.

The purchase will see the two companies "maximise the in-destination experience of travelling consumers," said ceo of Smart Destinations Ted Stimpson.

Smart Destinations' Go City Card passes provide entry into over 400 attractions across 13 of the world's most visited cities including many where Big Bus Tours operate such as London, Chicago and New York City.

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Travel Daily CRUISE WEEKLY

business events news

Dubai Tourism concludes successful week of roadshows across Australia

DUBAI Tourism's Australia roadshow (**TD** yesterday) continued last week, with a robust turnout of 200 Wholesalers, Contracting Managers and Managing Directors attending the Sydney events at 180 drawn to the Brisbane show.

The events were all hosted by Celebrity Emcees including *Sunrise* presenters and correspondents, Michelle Tapper in Brisbane, Edwina Bartholomew for the Sydney Lunch and Kylie Gillies, co-host of *The Morning Show* who added a new dimension to the "Dubai Story", and using conversation with all partners, to talk about all the new experiences within their products and dispel myths.

The theme of the Roadshow "A New Dubai every time", highlighted a significant focus on Family, Authentic Cultural Experiences, Gastronomy and Adventure. Not only does the destination have a significant volume of activities to appeal to all segments but it also continually adds new products and attractions, reinventing itself as a destination.

See the **following page** for images from the Brisbane event, or see the next AFTA newsletter for additional coverage.

CLICK HERE to view a video on Dubai Parks and Resorts.



EDWINA Bartholomew; Sheree Pekovich, Dubai Tourism; Julie King, Dubai Tourism; Tim Sheppard, Emirates; Jodie Collins, Dubai Tourism and Tim Harrowell, Emirates at The Loft at Doltone House in Sydney.



AGENTS were excited to hear about what is happening in Dubai.



EMCEE Edwina from *Sunrise* and Jayson Westbury, AFTA chief executive at the Dubai Sydney lunch.



EMCEE at the Sydney Trade Lunch, Edwina Bartholomew from Channel Seven's *Sunrise*.



JULIE King from Dubai Tourism at the Sydney Trade Lunch.



A VERY happy prizewinner at the show, with Arabian Hosts.



FIONA, Arabian Adventures and Russell Dillon at the Dubai Tourism Evening Roadshow.



JODIE Collins Dubai Tourism and Tim Sheppard, Emirates.



KYLIE Gillies addressing the evening event in Sydney, held at Pier One.



FINALE of the roadshow and happy suppliers with Kylie Gillies.

Dubai celebrates success in Brisbane

THESE photos were taken at last week's Dubai Tourism roadshow in Brisbane at Blackbirds, continuing the theme across the country of 'A New Dubai Every Time'. Key focuses include Family, Authentic Cultural Experiences, Gastronomy and Adventure, with the destination continually reinventing itself and adding new attractions meaning agents can be assured their clients will have a new holiday experience every time.



THE Dubai Tourism team of Fiona Stewart, Julie King, Sheree Pekovich and Leonie Brennan from Emirates at the Brisbane event.



THE Emirates Queensland team.



BRISBANE prizewinner with Channel Seven's *Sunrise* Correspondent, Michelle Tapper.



SOME Instagram fun with the #anewDubaieverytime campaign.



MICHELLE Tapper with Dubai Tourism, Emirates Queensland and key Dubai Partners.



SOME of the Queensland agents meet Michelle Tapper.



JULIE King addresses the Queensland agents.



Money

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

\$1AUD = US0.761

THE AUD/USD rebounded overnight as the greenback took a downturn ahead of today's presidential debate.

Western Union's Steven Dooley expects more volatility over the next few hours when the debate kicks off at 11am.

In other markets, the AUD was mostly up with the AUD/EUR at +0.2% and the AUD/GBP +0.2%.

Wholesale rates this morning.

US	\$0.761
UK	£0.586
NZ	\$1.041
Euro	€0.676
Japan	¥76.36
Thailand	฿26.22
China	¥4.681
South Africa	R10.366
Canada	\$1.002
Crude oil	US\$45.93

Best Western promo

FOLLOWING its major brand overhaul last year (TD Oct 15), Best Western Hotels & Resorts has launched a campaign to celebrate its new identity.

Taglined 'It's Not Just a Hotel', the two-month digital media promo will see Best Western give away eight weekends-for-two (including accom and activities) at some of its best properties.

OZ SYD A380 boost

ASIANA Airlines will further expand its planned Airbus A380 operation on the Seoul Incheon - Sydney route from six round trips to a daily service, according to agent GDS displays.

The upgauged A380 services will commence from 26 Dec to 05 Feb, replacing 777-200ER.

SkyBus WeChat Pay

SKYBUS has today launched WeChat Pay, a payment service which will make it easier for Chinese tourists to "get on board quickly and easily".

WeChat Pay an integrated tool featured within WeChat, China's most popular social media messaging service, which allows users to pay for goods and services using their mobile phones.

Melia sends winner to Malaysia



MELIA Hotels representatives from properties in Bali and Malaysia made a trip to Melbourne this week to update the trade on its latest product offerings and developments.

A return trip to Kuala Lumpur flying Malaysia Airlines complete with accommodation at the Melia Hotel Kuala Lumpur was also up

for grabs during the event, which was later awarded to Carol West from 2 on The Wing.

Pictured above in Melbourne are: Felicity Allan, sales manager Vic/Tas/SA/NT, Malaysia Airlines; Carol West, prize winner, 2 On The Wing and Catherine Lui, director of sales, Melia Kuala Lumpur.

CX bids farewell to 747



CATHAY Pacific is set to retire its Boeing 747 aircraft, after it flies its final service from Hong Kong to Haneda Airport on 30 Sep and 01 Oct.

"I dare say many Cathay Pacific staff will feel sad – many have a very close attachment to the aircraft, so it does feel like it is the

end of an era," said Tony Britton, Aircraft Project Manager.

Pictured above (from left) are Monica Tong, Inflight service manager; Tony Britton, aircraft project manager; Mark Hoey, general manager operations & Le Le Ng, manager inflight services standards and safety.

Win with Rail Europe GSAs



This month in Travel Daily, Rail Europe GSAs are giving you the chance to win in conjunction with **Eurostar**.

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- 4 nights accommodation in the city of the winner's choice

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

Q19. What is the name of the Paris train station that Eurostar arrives at?



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Account Manager

Sydney, Competitive Salary, Ref: 2483SJ1

I am looking for an experienced Corporate Travel Account Manager to work with a leading TMC in a niche AM role. If you have strategic AM experience but want a role with a difference in the travel industry then this position could be what you are looking for. Your main responsibility is to manage the business relationship between the TMC & your unique clients while promoting account retention & growth. Fantastic earning potential & a great working environment are on offer with this leading TMC.

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

International Travel Consultant

Gold Coast, Great Base + High Comms, Ref: 2104SZ

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 12 months and a potential to double your salary!

For more information please call Serena on (07) 3123 6107 or click [APPLY](#) now.

Temporary Bookkeeper

Melbourne, Competitive Hourly Rate, Ref: 2500KF1

Working with a team of experienced travel professionals, this is a varied role requiring a high level of attention to detail for preparing, managing, reconciling payments to suppliers and customers for a leading boutique travel company in Inner Melbourne with an emphasis on delivering outstanding experiences for clients, suppliers and team members. You will also prepare bank reconciliations, end of months and end of years within this short term contract through Crosscheck Travel.

For more information please call Kate on (03) 9988 0616 or click [APPLY](#) now.

Leisure Travel Consultant

Adelaide CBD, Circa \$48k + Super, Ref: 2503SO2

This exceptional and exciting company are looking for someone to join their team and this person will enjoy all the benefits of working with one of the busiest city agencies. This is a great role for an experienced consultant and you will be selling cruises, groups, FIT and you will enjoy working in a fast paced, buoyant organisation where a key element of the position is working together in a strong team environment. You will have a good general knowledge of worldwide destinations.

For more information please call Sarah on (08) 6365 4313 or click [APPLY](#) now.

Business Development Manager

Sydney, \$80k + Uncapped Bonus, Ref: 2435PE1

My clients are a leading travel company, representing independent travel agents across the country. They value diversity as much as they value your independence. I am looking for a stand out individual that can hit the ground running and manage a portfolio of businesses as well as bring on new agencies to the network. This highly autonomous role offers great opportunity. Do you see yourself working for an award winning company, who care about helping great people reach their full potential?

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

Wholesale Travel Consultant – South Pacific

Brisbane, OTE \$60k First Year, Ref: 2363SZ2

If the Sth Pacific is your passion and you have travelled the region, why not specialise in what you love to do! This is a great opportunity for an experienced travel consultant to join the expanding team in this leading wholesale operator. You will be creating bespoke holidays by providing exceptional customer service to both travel agents & direct consumers. You can enjoy long term career progression, recognition for your efforts and family trips to destinations off the beaten track.

For more information please call Serena on (07) 3123 6107 or click [APPLY](#) now.

Groups Consultant – Travel Consultant

Melbourne, \$70k OTE, Ref: 2396HC1

An excellent opportunity has opened in Melbourne for a Group Consultant with a global group travel company. This is a diverse and stimulating role and we are looking for someone with a strong background in group travel looking to specialise in tours. The ideal candidate has a real passion for group tours and will enjoy working in friendly team. There is a great salary on offer and you will be rewarded for hard work. It is a Monday – Friday role at a great location in Melbourne.

For more information please call Hannah on (03) 9988 0616 or click [APPLY](#) now.

Team Leader

Adelaide, Circa \$50k + Commission, Ref: 2492SO1

We are recruiting a team leader to compliment their existing team. This organisation truly believes in rewarding and recognising its loyal staff, and the longevity that it creates within its staff, speak for itself. You will be an experienced international leisure consultant and will be working closely with clients to manage all areas of their travel requirements. You will be interested in moving into a supervisory role where you will be involved in managing and motivating staff.

For more information please call Sarah on (08) 6365 4313 or click [APPLY](#) now.



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