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Muldoon joins FJ

GRAHAM Muldoon has taken a new role as channel manager for Fiji Airways, joining the carrier from his previous role as head of sales for transfer operator Get Picked Up.

More appointments on **page 6**.

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QF ramps up 3K c'share

PASSENGERS flying with Qantas will now be able to access more destinations across Southeast Asia following the expansion of its codeshare arrangement with sister-carrier Jetstar Asia (3K).

Effective from today, the QF code will be available on an additional 142 services operated by 3K, upping the total number of weekly codeshares between the two carriers to a whopping 349.

In Indonesia and Malaysia there are now 88 frequencies a piece, including trunk routes between Singapore and Jakarta and Kuala Lumpur to Singapore.

"Together with Qantas' 44 weekly flights from Australia to Singapore and extensive own and partner network between Australia and Asia, the expanded arrangement between Qantas and Jetstar Asia also gives customers the flexibility to book itineraries that combine different Asian ports," a Qantas Group spokesperson said today.

Air Canada to Iceland

SEASONAL services between Toronto and Montreal to Iceland will come online with Air Canada between late Jun and early Oct.

Operating on a four and three weekly basis respectively to Reykjavik Keflavik (KEF) by Air Canada Rouge.

YYZ/KEF services will commence on 21 Jun while the YUL/KEF route begins on 23 Jun.

QF customers flying on Jetstar Asia are provided the Qantas International baggage allowance, a hot meal on flights over 90mins and a snack under 90mins, plus water, tea or coffee, along with Qantas Club Lounge entry in Singapore (where eligible).

Qantas has Singapore transit and stopover rights for all destinations, enabling it to be sold as part of a journey to/from Australia, QF said.

The increase provides greater opportunities for customers to access Frequent Flyer benefits and services.

Alberta Specialists

TRAVEL Alberta has unveiled its new agent specialist program in Australia, aimed at educating and showcasing the range of things to see and activities available in the Canadian province year-round.

The first five agents in each state to register and complete 'Alberta Basics' will receive a \$50 Coles Myer Gift Card.

There's also a chance to win a \$250 gift voucher by completing the training and attending a webinar session on 30 Mar - see www.albertaspecialist.com.

Today's issue of TD

Travel Daily today has six pages of news and photos, plus a full page from: **(click)**

- AA Appointments jobs

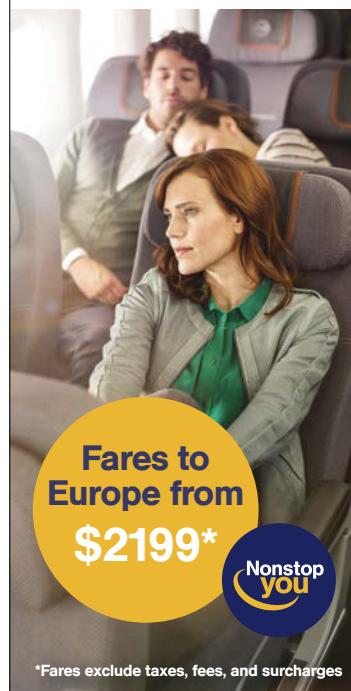
G Adv buys Hellenic

G ADVENTURES has continued its acquisition of businesses under the now defunct All Leisure Group, having acquired the Swan Hellenic brand.

In Jan, G Adventures purchased Just You & Travelsphere.

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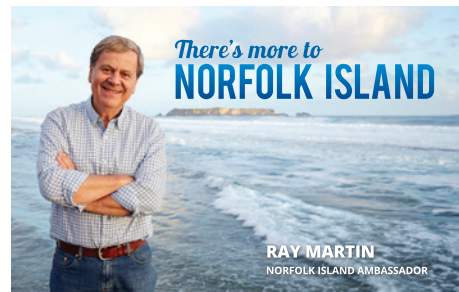
Holidays



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Biz pax want sky wi-fi

EIGHTY percent of Australian business air travellers are now interested in being able to access the internet wherever they are, up from 73% four years ago.

That's one of the key findings from the latest Roy Morgan study on internet attitudes and usage among the sector over the 12 months ending Sep 2016.

The number of Australians that travelled by air for business in 2016 remained stable at 11% of the population (14+) compared to 2012, however the volume of those who used smartphones has skyrocketed from 68% to 92%.

Roy Morgan Research CEO Michele Levine said Aussie airlines trailed others in the US, Asia, Europe and the Middle East which offered in-flight internet access to customers, aside from Qantas which will begin testing its new on-board wi-fi this month.

"Business travellers will be the primary market for Qantas as it rolls out internet connectivity across its fleet," Levine said.

QF will need to understand and target biz pax and make its wi-fi offering a clear point of difference from rival airlines, she added.

Etihad & LH extend links

ETIHAD and Lufthansa have increased their cooperation with a US\$100 million global catering agreement and plans to share maintenance resources.

The partnership is the carriers' first major initiative since the recent announcement of codeshare services, which went on sale yesterday.

Outgoing Etihad president and CEO James Hogan said the collaboration was the biggest non-equity airline partnership his company had embarked upon.

"This partnership is the platform for a much wider strategic collaboration between our two organisations," Hogan said at the announcement yesterday.

"It demonstrates the commitment of the Etihad

Aviation Group Board and Abu Dhabi to our European growth strategy," he said.

The two carriers are now selling codeshare flights between Frankfurt, Munich and Abu Dhabi, with other services to Rio de Janeiro and Bogota to follow.

The catering deal will see Lufthansa's LSG Sky Chefs provide catering to Etihad in 16 cities in Europe, Asia and the Americas.

At the same time, a Memorandum of Understanding has been signed to provide Etihad with maintenance services from Lufthansa Technik.

TFE on SiteMinder

SITEMINDER has boosted its market share in the Pacific as a cloud platform for hotels, signing a deal with TFE Hotels (Toga Far East), adding 10,000+ apartment and hotel rooms in 70 properties in Australia, NZ and Europe to its distribution network.

TFE Hotels' brands include Adina Apartment Hotels, Medina Serviced Apartments, Rendezvous Hotels, Vibe Hotels, Travelodge Hotels and TFE Hotels Collection.

CEO Rachel Argaman said the pact with SiteMinder would enable TFE Hotels to "continue to pursue growth opportunities and greater operational efficiencies worldwide."

TFE has 17 additional hotels in the pipeline to open over the next five years.

Qmiles with Le Club

MEMBERS of Qatar Airways' loyalty program Privilege Club can now convert Qmiles into Le Club AccorHotels points after the companies joined forces to reward their members.

Under the scheme, 4,500 Qmiles can be converted to 1,000 Le Club AccorHotels points which can be utilised to secure free nights or discounted rates at over 3,400 hotels around the globe.

Likewise, members of Le Club who have amassed 2,000 points can convert them into Qmiles.

Carlson Sabre move

CARLSON Rezidor Hotel Group has inked a new agreement with Sabre Hospitality Solutions to develop and implement a global digital platform to power the hotelier's ecommerce business.

The arrangement incorporates all of Carlson Rezidor's brands, including Quorvus, Radisson Blu, Radisson, Radisson Red, Park Plaza, Park Inn by Radisson and Country Inn & Suites by Carlson.

Carlson will utilise Sabre's digital platform, "providing consistency, speed and scale" to its approx 1,400 existing properties.

Collins joins Scoopon

FORMER Dubai Tourism regional sales manager for Vic, Tas and SA, Jodie Collins, has been appointed as Tourism Board Partnership Manager for group buying company Scoopon.

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ATEC tips boom to go on

AUSTRALIA'S tourism boom is likely to continue, the Australian Tourism Export Council (ATEC) has forecast, with international tourism spending growing at more than 10% a year.

ATEC md Peter Shelley said inbound tourism was more valuable to the Australian economy than coal or farming exports, and that the sector was showing no signs of waning.

"Internationally we are seeing more people engaged in global travel with demand driven by a huge growth in the number of people who now have disposable income from countries like China, Indonesia and India," Shelley said. "For many, travel has now become an expected part of their lifestyle, rather than a luxury, and Australia is a highly desirable destination - putting us in the box seat for many years to come."

He cited figures from the World Travel & Tourism Council which

predicted travel and tourism would remain resilient and continue to grow faster than the wider economy, at a rate of 3.1%.

"The South East Asian region is going to be the powerhouse of tourism growth through to 2020 and while China will continue to be strong, India is forecast to become the fastest growing travel and tourism economy closely followed by Vietnam and Indonesia," Shelley said.

Mumbrella extension

MUMBRELLA has offered **Travel Daily** readers an extension for entries in two categories of its Travel Marketing Awards.

Candidates for the 'Ad Campaign of the Year' and 'Marketing Team of the Year' awards - both sponsored by **Travel Daily** - now have until midnight Wed to submit their entries.

See mumbrella.com.au/travel.

Travel Leaders snaps up Colletts Travel UK

AMERICA'S Travel Leaders Group has confirmed its purchase of UK luxury specialist Colletts Travel Limited, a move it says will enhance its expertise in serving affluent travellers.

Under the deal Colletts will retain its own brand identity, distinct from Travel Leaders' existing UK operations.

"We are thrilled to welcome Colletts Travel...into the Travel Leaders Group family," said ceo Ninan Chacko.

"What attracted us to Colletts is its strong brand reputation within the UK's luxury leisure market."

Cosmos 10% deal

COSMOS has extended its 10% discount on all 2017 European tours for sale until Feb 28.

Prices start from \$899ppts for a nine-day tour of Prague, Vienna and Budapest.

Qantas CMB waiver

QANTAS has provided a waiver for passengers affected by runway closures at Sri Lanka's main international airport at Colombo.

Customers with QF81 tickets issued before 18 Aug, 2016, can rebook alternative flights between Singapore and Colombo without charge.

Runway works mean the airport will shut from 0830 to 1630 each day until 06 Apr.

For details **CLICK HERE**.

Window Seat

VALENTINE'S Day always manages to bring out romance in places we never thought possible, and America's love-struck inter-city bus network is no exception.

Coach operator Megabus has announced a competition in which it will offer a free wedding on board one of its vehicles, along with two round-trip honeymoon tickets and US\$2500 cash.

To enter, couples need to admit they've always dreamt of tying the knot on the open highway between toilet stops, or as the bus line puts it, "share the story of how they met and why they want to be married on a Megabus".

The prize includes on-board music, flowers and a minister.

Entrants can profess their long-distance love via the company's Facebook page.

Sofitel Fiji mates rate

SOFITEL Fiji Resort & Spa has released a travel agent rate of FJ\$450 (approx \$290) per night in the Waitui Beach Club, which includes breakfast and all taxes.

The offer is valid from now until 09 Apr and between 20 Oct and 24 Dec, if booked by 28 Feb when using booking code SFAGENT2017.

To check availability, email michael.bell@sofitelfiji.com.fj.

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TravelCube pre/post

TRAVELCUBE is offering discounts of up to 50% on pre- and post-cruise accommodation and sightseeing at more than 20 ports worldwide.

The accommodation savings are available at more than 100 properties at cruise destinations on all continents.

Options include 50% off the four-star Silken Concordia in Barcelona, a free night at Hyatt Regency Waikiki and a stay three, pay two offer at Pier One Sydney.

Sightseeing options include a vintage bus tour in London and a helicopter flight in New York.

The bargains are valid for bookings made before 31 Mar, with travel between 01 Apr and 30 Jun this year.

Three Queens voyage

A **51-NIGHT** package including five-star hotels and three Cunard cruises is on offer from Worldwide Cruise Centres, priced from \$15,799ppts.

Flying from Australia on 27 Jun, the trip includes three nights in Rome before embarking on *Queen Victoria* for two weeks and finishing in Athens.

Next pax will fly to Amsterdam for one night then embark on a round-trip Baltic cruise on *Queen Elizabeth* followed by five nights in London.

The final cruise is a *Queen Mary 2* transatlantic voyage concluding in NYC - **CLICK HERE** for details.

UA/Avianca tie-up

UNITED Airlines is working with Avianca Holdings S.A. and Avianca Brasil to "enhance and deepen the companies' commercial and strategic relationships".

The deal will allow the airline to expand on existing Star Alliance and strategic partnerships in the region, said Scott Kirby, president of United.

United, Avianca and Avianca Brasil are all members of the Star Alliance airline group.

Anaheim visitor jump

FOR the fourth year running, Anaheim has smashed its previous visitor record, welcoming more than 23 million travellers in 2016.

Overall visitor growth for the city is up 2.3% on 2015 and has increased nearly 33% since 2011, when numbers sat at 17m.

Travellers also spent 7.2% more in Orange County in 2016 than the previous year.

SQ Enlighten pact

SINGAPORE Airlines has joined forces with Canberra's Enlighten Festival to become the first presenting partner in the event's seven year history.

The three-year agreement will see SQ endorse Canberra's major arts and cultural festival through until 2019 across its network of 102 destinations in 34 countries.

Enlighten runs from 03-12 Mar.

Explore Malaysia's Langkawi and Penang in the February issue of *travelBulletin*.

CLICK HERE to read *travelBulletin*



CX's Aussie-based A350 arrives



CATHAY Pacific's first A350-900 aircraft to be based in Australia arrived yesterday on one of the airline's daily flights between Hong Kong and Melbourne.

The aircraft offers Cathay's first inflight wi-fi service for Australian travellers and its newest cabins.

Economy class features the addition of tablet holders, pillows, eco-friendly blankets and a six-way headrest design.

Business class passengers will have an enhanced version of the airline's fully flat bed, along with extra stowage space within easy reach and a "Do Not Disturb" and "Wake Up Call" function in the

entertainment system.

Melbourne Airport chief of aviation, Simon Gandy said the "arrival of the A350 is tremendously significant for Victorian tourism, introducing a new standard for passenger experience for travellers on this important route".

Jetstar cyber recruit

YVETTE Lejins is now head of cyber security for Jetstar Airways.

She comes from freight logistics company Asciano, where she worked in IT security, risk and customer experience.

Full Time Bookkeeper

Spencer Travel is looking for a **Full Time Bookkeeper** to join the Account's Team in Surry Hills NSW office.

This new role will effectively manage the outstanding commission recovery process and some ad-hoc accounting functions of Spencer Group of Companies.

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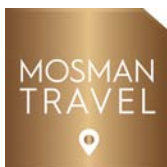
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Thursday 2 Feb 2017

Beyond laud Emirates

EMIRATES' decision to introduce daily flights from Dubai to Zagreb in Croatia from 01 Jun (**TD** 13 Jan) is welcome news to Australia's largest Croatian operator, Beyond Travel.

Beyond Travel's gm sales and marketing Bryce Crampton said the launch provided new opportunities for consumers and would help boost Australian tourist numbers in Croatia.

"We are thrilled that Emirates have opened up this route, there is great demand for a one-stop service into the Croatian Capital," Crampton said.

Journeys incentive

JOURNEYS & Africa is giving away six nights' accommodation for two to the agent who sells the most room nights at a Beachcomber Hotel in Mauritius.

The selling period for the incentive began yesterday and runs through to 31 Jul.

Breakfast, dinner and return airport transfers are included in the prize.

Journeys & Africa is currently offering other specials for the destination, call 1800 624 268 for more information or to book.

AA fumes at CAAC

AMERICAN Airlines has blasted the Civil Aviation Administration of China (CAAC), calling for a level playing field on flight slots between the US and China.

In a filing to the Department of Transportation, AA stated it and other US carriers we often unable to obtain "commercially viable slots" at airports in China that are necessary to operate from the US.

"Chinese carriers by contrast hold large slot portfolios at Chinese airports that they use for their own US-China services, and they face no comparable limitations at US airports," AA said in an objection to Air China seeking approval to renew flights between Beijing and Houston.

American Airlines noted it had no qualms with Air China and the service it provided, rather directly with the CAAC.

"This disparity provides Chinese carriers with a significant competitive advantage in serving US-China routes and deprives the United States of the full level of US carrier-operated services authorised by the US-China Civil air Transport Agreement."

AA highlighted its recent denial of slots at Beijing Capital for non-stop flights from Los Angeles.

"The CAAC did not, as it had done in the past, even offer AA slots at commercially non-viable times, such as midnight and sunrise when few passengers want to takeoff or land."

DOT is assessing AA's protest.



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Destination Asia Thailand has announced the promotion of **Philip Wigglesworth** to the role of General Manager. He was previously the company's Business Development Director.

Alejandro Bernabe has been named as the new Group Director for Minor Hotels' **AVANI Hotels & Resorts**. Bernabe joins Minor after an extensive career with Kempinski Hotels.

Amadeus has promoted **Justin Montgomery** to become the IT company's General Manager for Australia. He was previously Commercial Manager.

Former Excite Holidays Public Relations Executive **Jennifer Gaskin** has joined the Walshe Group as the new Country Manager for **Abu Dhabi Tourism**, taking the role formerly held by Ola Kay.

Elaine Chao has been confirmed by the US Senate as the country's new Secretary of Transportation. Taiwan-born Chao is the first Asian American woman to be appointed to a cabinet position, having previously served during both Bush presidencies.

Daydream Island Resort and Spa has announced the appointment of **Jennifer Copey** as Regional Sales Manager. She'll be based on Daydream, with responsibility for driving regional sales and building relationships with key industry partners.

Lara Herndandez has been named as the new Chief Commercial Officer for **InterContinental Hotels Group** in Asia, Middle East and Africa. She was previously IHG's vice president of sales and distribution in AMEA.

Mantra Group has appointed **Andrew McTaggart** as its new Development Manager. He joins Mantra after many years in senior executive positions with AccorHotels.

Air transport IT provider **SITA** has announced the appointment of **Sumesh Patel** as its new President Asia Pacific. He replaces **Ilya Gutlin** who has been named as SITA President of Air Travel Solutions.

Mark Swinton has been appointed as the new General Manager of **Six Senses Bhutan**. He was previously GM of Amanusa in Bali as well as Regional Director of Aman Resorts in Indonesia.

The **Unique Tourism Collection** has appointed **Malene Bertelsen** to the newly created role of Director of Business Development. Bertelsen will be based in Perth and joins UTC with an extensive travel industry pedigree including roles with COMO Hotels and Resorts, Design Hotels and in her own hotel representation company.

Qatar Airways is building its New Zealand team in the lead-up to next Mon's debut of non-stop Auckland flights, with the appointment of former Fiji Airways staffer **Melanie Watson** as NZ Commercial Manager.

Air Berlin has a new Chief Executive Officer in the form of **Thomas Winkelmann**, replacing **Stefan Pichler** who stepped down from the position yesterday (**TD** 20 Dec).



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Corporate Chatter

With Karen Tsolakis

HELLO everyone !

Well hasn't it been a fascinating couple of weeks with many of us incredulous (is that the right word?) at what the Trump administration is doing and what it will mean for our economy, world markets, even world peace in the future? I am in Asia this week & just chatting to some American friends and business associates, they are also in disbelief and fear of what may lie ahead with job security, healthcare, social unrest. At airport and hotel lounges TV monitors with CNN & other US news channels are a focal point.

Whilst it may be the beginning of a new calendar year, the date is irrelevant in TMC and travel review programs. It's an ongoing process that takes months of diligence, hard work & responding to the endless 'clarifications' and negotiations demanded by procurement. And then of course come the 'Best & Finals'. A parade of the short listed TMC teams who give their all at that crucial & often final opportunity to win that account.

So today let's look at a number of 'Don't Do This' as voted by seasoned procurement specialists when asked what are common factors for low scoring of TMCs in the Best and Final.

1. If the agenda specifies five TMC attendees, don't turn up in a bus with nine.
2. Don't try to excuse the above with, 'in case you needed to meet Fran from Accounts'
3. Don't bring the gm or md if he adds no value other than turning up to introduce himself or talk about global footprint. Especially if it's the first time we ever meet him. We prefer to meet the VIP consultant who we will work with.
4. Don't deviate from the set agenda topics. We do not care about your 'events' dept, products we did not ask for nor what your acquisition strategy is.
5. Don't EVER refer to reciprocal business relationships. Ditto to 'global relationships' if all we are looking at is AUS.
6. Be honest about where your Ops team is based. If its not in the same city or time zone tell us. If we are to share a team with another company tell us.

7. Don't have the Sales person answer Operations, Servicing, SLA, Technology questions as their credibility is low. Have the SME's in the room.
8. Be honest if technology innovations are being trialled or new to market. If we find out otherwise later, you won't like our email.
9. Don't turn up with 47 slides when you've been given 1.5 hours for your session. Especially when you know there are three other TMCs presenting that day. We have lost interest after slide seven.
10. Don't use ANY industry jargon. No-one on the table is going to put their hand up to say ' what does that mean?' The first 10 minutes are critical in grabbing

‘Put yourself in their shoes... would you vote for yourself?’

our attention and making a lasting impression.

11. Don't use the word 'unique' to describe one of your products or services, unless it absolutely is or is under patent.
12. Don't pester procurement with repeated calls & emails POST B&F to 'see if there is any more information' we need. We don't, so just wait. There are more, but needless to say, why risk any disengagement or 'piss off' factor at the B&F after all that hard work leading to the final lap in the race?

My last and personal comment is, spare a thought for the Procurement / selection team and put yourself in their shoes. What would you want to see, hear and importantly 'feel' around that table? Would you vote for yourself?

At Butler Caroye we work closely with both corporate & TMC customers to structure these important closing sessions which if presented with maximum impact, can make a world of difference to the outcome!!

Would welcome any feedback so please drop me a line at corporatechat@traveldaily.com.au.

Karen Tsolakis is a director at Butler Caroye Asia Pacific.

Travel Daily

First with the news

Thursday 2nd February 2017

Carlson Wagonlit launches '3.0'

CARLSON Wagonlit Travel has announced a major overhaul of its customer proposition, with the initiative branded as 'CWT 3.0'.

Labelled as CWT's strategy for continued success, the program has the tagline "through the perfect blend of people and technology, we deliver the most seamless, personalised and integrated experiences".

CWT's website details the evolution of its offering, from paper tickets and green-screen technology where personal service was key - called CWT 1.0.

"The internet changed the way we travel and the way we worked...CWT 2.0 evolved with advances in technology and services. Customers became accustomed to a new level of

convenience and personalisation in personal travel and their daily lives," the company said.

CWT 3.0 builds on this, promising to deliver "seamless experiences through people AND technology that bridge individual wants and corporate needs," with consumer-grade travel experiences, optimal travel programs and innovations.

CEO Kurt Ekert said key features would include better use of data, as well as recognition that the new generation of business travellers demand the same type of experience from their TMC as they get when travelling for leisure.

A major change will see CWT offer expanded accommodation content, adding offers from consolidators and Booking.com alongside CWT-negotiated rates from major hotel chains.

Ekert said other providers such as Airbnb could also be offered if the client's policy allows, while CWT will have a strong focus on innovation by better using customer and supplier data.

He confirmed the CWT 3.0 initiative would see a small net reduction in the company's global headcount of about 18,000 staff, impacting around 100 people in the traveller services division.

CWT also this month announced the closure of its Worldmate mobile itinerary management service, with the company to instead focus on its client-only CWT To Go app.

Risk in focus for corporate buyers

CORPORATE travel managers are giving an increasing priority to "scenario training," according to Robert Walker, global travel risk specialist at International SOS.

Walker was responding to a new UK survey commissioned by the Business Travel Show, which asked 178 European buyers about their risk management policies.

Only 8% of organisations did not have a risk strategy in place - less than half the proportion a year ago, while one fifth of respondents had reviewed their strategies with specialist risk management providers or their TMC in the past year.

While just 1% of those polled undertook scenario training, Walker said a rise in interest meant the company was constantly developing new modules, ranging from cyber and information security awareness through to training travellers how to respond to the threat from an active shooter.

The Business Travel Show takes place in London 22-23 Feb - see businesstravelshow.com.

CTM \$22 price target

STOCKBROKER Morgans has upgraded its valuation of Corporate Travel Management, with an ambitious \$22 price target for the listed TMC.

That's a significant premium to the current trading price around \$17.40, with the increase based on the CTM acquisitions of UK-based Redfern Travel and Tasmania's Andrew Jones Travel which settled this week.

P&O NRL '17 cruises

P&O Cruises has unveiled a line-up of rugby league themed cruises for the 2017 season.

The cruise line, which is an official partner of the NRL, will kick off its program with the Downer NRL Auckland Nines.

From May through until Jun, P&O will also offer two State of Origin cruises which include an inaugural itinerary from Sydney to Brisbane for the series opener at Suncorp Stadium.

"Cruising to the State of Origin with P&O is a great value and easy way to experience one of the biggest games on the rugby league calendar," said Sture Myrmell, president, P&O Cruises.

Fans will also be able to meet and interact with Rabbitohs legends as well as current players on board a four-night roundtrip cruise from Sydney to Moreton Island departing May.

MyKey.com launch

A BRAND new website comparing hotels with corporate housing and serviced apartments is now online.

Dubbed MyKey, the site connects users with professionally operated temporary housing which is fully compliant with US federal regulations, meaning the risk of using peer-to-peer sites is avoided.

For more information on the product, check out MyKey.com.

DWC traffic uptick

DUBAI World Central saw a massive surge in passenger traffic last year, welcoming 850,633 passengers - a whopping 84.5% increase on the year prior.

According to the latest report, passenger growth was mainly driven by flydubai.

"DWC is now growing steadily in stature as a passenger hub and we are pleased with the growth in passenger traffic in 2016," said Paul Griffiths, chief executive officer, Dubai Airports.

Looking to the year ahead, Griffith expects the growth trend to continue this year and beyond.

Veriu debuts in inner Sydney



SYDNEY will welcome Veriu Hotels & Suites this year, a new hotel concept themed around "local experiences" (TD 30 Jan).

A total of five new hotels are in the pipeline which are slated to open by the end of 2018.

Veriu's test property in Camperdown is already up and running, while Veriu Broadway, Randwick, Central and Green Square are set to be fully operational by next year.

The hotelier specialises in operating sites with 20-120 keys in the CBD and city fringe areas.

"We've seen Sydney emerge

as a city of villages and we want to share the uniqueness of its diversity through the Veriu brand," said Alex Thorpe, director of Veriu.

A digital rendering of a studio lodging at Veriu Broadway is pictured above.



This month Travel Daily, Tempo Holidays and Tourism Ireland are giving agents the chance to win a trip for two to Ireland.

The winner will travel on a luxury coach around Ireland for a week, and the prize includes return flights.



To win, show your Irish spirit by dressing up in your best St Patrick's Day outfit and send a photo through. Best photo wins! Get your whole office involved! Send entries to tempo@traveldaily.com.au

Terms and conditions apply

STN extends free wifi

PASSENGERS heading through London Stansted will now be able to take advantage of complimentary wi-fi for up to four hours following an upgrade.

The extension was introduced alongside enhancements to improve airport coverage in all the main passenger areas including check-in, the departure lounge, gates and arrivals hall.

Halong Bay ships

PARADISE Group has introduced a new line of luxury cruise ships which will set sail along Halong Bay in Vietnam from Feb and Jun, respectively.

The two Paradise Elegance ships are among the largest in Halong Bay and feature a spa, dining room, sun deck, two bars and cabins each fitted with a balcony.

WOMEN FOR WOMEN

ON INTERNATIONAL WOMENS DAY

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8th MARCH 2017

an initiative to help drive more female leaders in our industry

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Our client is searching for a BDM 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.

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If you are a skilled Graphic Designer with sound Web skills then this could be your new opportunity for 2017. You will be responsible for the creation of high quality print and web graphics, layouts EDM's, web contact, as well as managing the Website ie loading on the website. You will be fully conversant with Web technologies, DNS SEO & SEM. To find out more send your CV and Portfolio to AA today.

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Create a valued impression when you join these outstanding corporate travel companies. You have experience in sourcing and winning new business, with great negotiation skills and a fantastic personality. Representing these well-known brands in the market you will be proud to be part of this vast organization, showing off your sales skills and getting new clients to sign on the dotted line. If you want to join a fast paced role with excellent progression apply now!

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This well-known travel management company is looking for a highly skilled corporate sales manager to prospect & grow their corporate client base. Use your extensive experience to build relationships with prospects, build a pipeline, present, negotiate & win new business. A great salary package + incentive structure is on offer. If you have previous corporate travel management sales experience & are a true hunter we want to hear from you.

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Looking after the VIC/TAS 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 VIC market is essential. Working with this amazing product, you will be thrilled with the benefits on offer here.

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An exciting new role for an experienced marketer to make their stamp with a leading travel company has opened up. Working across direct and trade marketing you'll have a strong focus on campaign management. You will need to be creative and dynamic to work collaboratively with stakeholders. A min 3 years' experience in a similar role is a must. This is the perfect opportunity for a marketing executive ready for the next step up.

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