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NZ fam opportunity

TOURISM New Zealand and Air New Zealand are giving Australian travel agents a chance to win one of eight places on a group famil.

The initiative marks the launch of the upgraded 100% Pure New Zealand specialist program.

To enter, agents need to become a bronze specialist by 31 Jul.

See the **cover page** for more.

Branson in Australia

HUMAN headline Richard Branson is in Australia this week ahead of Virgin Australia's inaugural flight from Melbourne to Hong Kong.

Having stayed at his Makepeace Island near Noosa on the weekend, Branson will head to Melbourne Airport tomorrow to launch the new HKG service.

His arrival coincided with news Virgin Australia's head of domestic and int'l operations John Thomas had left the carrier (**TD** yesterday).

StayWell sold to Prince

TOKYO-BASED company Prince Hotels has acquired Australian hotelier StayWell Hospitality Grp (SWHG) for approx \$50 million.

StayWell was established in 2006 and currently has a portfolio of 18 hotels around the world and a further 12 properties currently under development (and others in the pipeline) under its Park Regis and Leisure Inn brands.

Locally, the firm has 12 hotels in Sydney, Melbourne, Brisbane and many regional destinations, and has been steadily building its profile in the Middle East, Asia and India in recent years.

Last year StayWell branched out as far as Europe with the opening of the Park Regis Birmingham and four months ago forged ties with Manhattan Hotel Management to rapidly bolster its presence in China by as many as 60 new hotels over the next 36 months.

Prince Hotels has a collection of 49 hotels, mostly in Japan, along

with seven int'l properties.

Its president and representative director Shigeyoshi Akasaka said Prince Hotels was gearing toward the year 2020 and beyond and was focused on int'l expansion.

"In order to expand overseas, we believe that it is important to not only expand strategic bases but also to cultivate internationally minded personnel," Akasaka said.

He said SWHG's execs understood regional characteristics of each country where they operated, and "will bring us significant beneficial opportunities and int'l elements".

The buy-out by Prince will see all of StayWell's existing senior management team, current business plan & operating platform remain under the guidance of SWHG ceo Simon Wan.

Prince will also continue working with StayWell's existing strategic partnerships in China, the Middle East and the UK.

The transaction will close in Oct.

DXB to lift ban

DUBAI Airports is working on measures it says will allow it to avoid the ban on lap-tops imposed by the United States.

The plan follows fellow UAE carrier Etihad Airways' confirmation it had introduced a pre-clearance system that will allow its passengers to carry devices in the cabin between Abu Dhabi and the US (**TD** yesterday).

Arabian Business reports Dubai Airports is working with Emirates and US regulatory officials to introduce similar measures, though it says no timeframe has been confirmed and the existing device restrictions will continue in the meantime.

Today's issue of TD

Travel Daily today has seven pages of news and photos, including a front cover wrap for **Tourism New Zealand** plus a full page from:

- inPlace Recruitment

Sail away to undiscovered island gems in Indonesia in the July issue of *travelBulletin*.

CLICK to read
travelBulletin



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Royal Botanic Garden
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Flight Centre departures

EXCLUSIVE

THERE'S been some significant changes in the senior ranks of Flight Centre, with the company confirming the departures of its head of marketing in Asia Colin Bowman and head office-based executive gm for Asia, Rob Flint.

Others leaving include Flight Centre's WA nation leader Michael Friend; Escape Travel franchise head Sue Rennick; Marg Mulholland, appointed gm of land and sea just last year; David Lovelock who formerly led Travel Associates; and My Adventure travel leader Cam Elliott - along with Rod Menzler, who was appointed to the new

role of head of tourism and global partnerships this year (**TD** 16 Feb).

Flight Centre spokesman Haydn Long confirmed the changes, telling **TD** "there have been some changes in our support ranks over the past couple of months.

"We do make these changes from time to time," he said.

"In addition, some people have elected to move on to pursue other opportunities or to retire over the next month or so".

Long said the number of people involved was relatively small "but they will all be missed - they have all made valuable contributions".

He said part of FLT's current business transformation initiative focused on costs, but "the staff movements you're talking about were not really part of that".

IHG ceo pay packet

KEITH Barr, appointed as ceo of Intercontinental Hotels Group effective 01 Jul, will receive a salary of £775,000 per annum - which can be boosted by more than four times based on the company's incentive plans.

He will also receive a £500,000 "localisation payment" for relocating to the UK plus a further £150,000 to be paid in 2018.

Veriu Sydney opens

SYDNEY has welcomed a new hotel brand with this week's opening of the 64-room Veriu Broadway - a serviced apartment hotel converted from a former warehouse in Ultimo with 24 hour reception, on-site F&B and rates from \$170 - see veriu.com.au.

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SQ 'good hopes' for CBR

SINGAPORE Airlines' fledgling Canberra services are "steadily progressing" but will require further development to lift awareness, the carrier says.

In Sydney last week to mark the 50th anniversary of the airline's Australian debut, senior vp of sales and marketing Campbell Wilson told *Travel Daily* the SIN-CBR flights and onward services to Wellington were doing well.

"It's a new route and both cities are new additions to long-haul international service, but it's steadily progressing," Wilson said.

"Obviously any fifth freedom leg is always a little bit soft, particularly between two relatively new markets like Canberra and Wellington, but we've got good hopes for the route," he said.

Local markets in Canberra and Wellington had responded well to the "Capital Express" service

since its launch last year (*TD* 21 Sep) and further investment would focus on developing awareness in broader markets, including through travel agents, the former Scoot boss said.

At the same time, subsidiary SilkAir was doing well on its services from Singapore to Darwin and Cairns, Wilson said.

"SilkAir started as a linked service from Singapore to Darwin to Cairns and subsequently de-linked to serve Cairns non-stop which is an indication it's doing well," Wilson said.

"Asian markets are now flying direct into Cairns and Darwin."

Wilson said between Singapore Airlines and its subsidiaries, the group now offered nine routes out of Australia.

"We have more Australian and New Zealand cities than any non-Australian or New Zealand airline," he said.

Koo Wee Rup Int'l?

MELBOURNE may get a \$7 billion international airport in its expanding south-east under plans proposed by private developers.

The Age today reports that Melbourne-based Paragon Premier Investment Fund is preparing to present plans to the Victorian Government next week seeking support for an airport on land between the towns of Koo Wee Rup and Lang Lang.

It says the airport would be privately funded, with two runways and facilities comparable in scale to Canberra Airport.

It would be capable of handling about 2.8 million passengers a year and serve a catchment area of 1.5 million people, a similar population to Adelaide.

The existing Melbourne Airport has reportedly backed the plan, saying Tullamarine would eventually reach its growth limit and that Avalon Airport was serving the same catchment area.



Window Seat

DUNNY-DEALING film star *Kenny* famously suffered a stink that would out-live religion, but the air seems fresher among winners of the inaugural International Toilet Tourism Awards revealed yesterday.

Created by the founders of MyTravelResearch.com to highlight the "clear link between toilets and tourism", the awards honour loos around the country and overseas for their innovation and creativity.

Among the highlights are a cliff-hanging facility in the NT with views of crocodiles basking below and a portable toilet company that offers "Dunnies with a Difference" including a London phone box and Brighton beach house - [CLICK HERE](#) for the full list of winners.

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Excite, STB push

EXCITE Holidays and Singapore Tourism Board are collaborating on a new Singapore Tailormade campaign scheduled to run over the next two weeks.

The push to travel agents will showcase the range of experiences, activities and 'once-in-a-lifetime' opportunities available in the Lion City.

A microsite on Excite's portal ([CLICK HERE](#)) provides a platform for agents to package tailor-made content on offer in Singapore.

There's also a two-page guide that can be downloaded to use as a quick reference tool.

Agents booking accommodation in Singapore through Excite Hols between 03 Jul and 16 Jul will earn 500 reward points for every night reserved.

New Bali beach club



AN OPENING date of Aug this year has been announced by the operators of the brand new Ulu Cliffhouse beach club in Bali.

Spread over 15,240m², the oasis will feature a 25m infinity pool, an onsite spa, cliffside bar perched over the ocean ([pictured](#)) and will offer direct access to the beach.

Get more sun-kissed

TRAFALGAR is giving agents more time to secure a 10% saving on European summer holidays, extending its 'Sun-Kissed September' sale until 24 Jul.

The promo applies to Europe and Britain 2017 Trafalgar and CostSaver departures in Sep.

DNSW China recruit

DESTINATION NSW has named Christine Tang as its first business development manager for its newly opened office in Guangzhou, Southern China.

The role will see Tang tasked with building the organisation's relationships with travel trade partners, wholesalers, retailers, airlines and OTAs to elevate awareness and sales of NSW tourism destinations & products.

CEO Sandra Chipchase said "our expansion in China plays a critical role in ensuring NSW remains Australia's number one tourism & events State and I am delighted that we have secured our first bdm in Guangzhou to continue to strengthen our in-market partnerships".

Tang started in the role this week and was most recently manager, Southern China for the Singapore Tourism Board.

TIME clarification

LAST week's TIME function in Sydney (**TD** Fri) was held for the intake of group number 27, not the graduation of group 25.

Virgin Aus treat for ETG



EXPRESS Travel Group agents from South Australia enjoyed a weekend in Melbourne to experience the sporting capital in all its glory, at the MCG, courtesy of Virgin Australia.

The troupe watched the clash between the Adelaide Crows and Carlton on one of Melbourne's coldest weekends in winter so far

this year, but were snuggled up in their Virgin Australia branded blankets and were kept well lubricated during the match with a constant flow of drinks, also thanks to the carrier.

Pictured at the MCG from left are Sally van Ruth, Kaleidoscopic Travel; Jess Zacker, Airport Travel; Daniel James, ETG; Kerry Harrison, Infinity Travel; Carmela Matricciani, ITT Glynde; Jodie Schlaeppe, Roundabout Travel; Gary Paddle, Nightingale Travel & Alison Thomas, Virgin Australia.

Finnish terror woes

FINLAND has bumped up its terrorist threat level from 'low' to 'elevated', Australia's Dept of Foreign Affairs and Trade (DFAT) said in a fresh update yesterday.

The Nordic country has a four point terror scale, increasing up to 'High' and 'Severe'.

The Finnish Security Intelligence Service (Supo) raised the nation's terror warning level in mid-Jun.

Last month, Supo said "the most significant terrorist threat in Finland is still posed by individual actors or small groups motivated by radical Islamist propaganda or terrorist organisations encouraging them".

DFAT's advisory for the nation remains 'Exercise normal safety precautions in Finland'.

German bus crash

A TOUR bus bound for Italy that crashed into a truck in Germany has left scores of tourists dead, **ABC News** reports.

Eighteen of the 41 people on board the coach were killed when the vehicle burst into flames after striking the truck on a motorway near the town of Stammbach in the German state of Bavaria.

The passengers were aged between 41 and 81.

Police said they did not believe foreigners were among the pax.



Exclusive ticket giveaway

This week Travel Daily and Helloworld Travel are giving away 20 family passes (4 tickets) to the Women's Indoor Volleyball Grand Prix at the AIS Arena, Canberra on 22-23 July, see the Helloworld Volleyroos take on the world on home soil, thanks to Helloworld Travel.

To win, be one of the first five people each day to answer the question. Email your entries to sponsorships@helloworld.com.au

Where is the event taking place?



Do you know who sells adventure tours to Cuba? 😊

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Fiji Airways ADL inaugural



ADELAIDE Airport & the South Australian Tourism Commission celebrated the launch of Fiji Airways' new twice weekly

services on Fri, marking the carrier's fourth route to Australia.

Fiji Airways ceo and managing director Andre Viljoen said the carrier was thrilled to bring its "unique Fijian hospitality to South Australia".

ADL md Mark Young said South Australia's strong Fijian community would benefit from the direct connection to Nadi, while also providing onward connections "like never before" to the South Pacific nations of Tonga, Samoa and Vanuatu.

Fijian Attorney General and Minister for Civil Aviation Aiyaz Sayed-Khaiyum said the Adelaide route "further enhanced Fiji's footprint in new ways beyond the eastern seaboard of Australia".

Fri's launch festivities included an exchange of gifts and a celebratory cake.

Pictured from left are: Nick Jones, South Australian Tourism Commission (SATC); Kara Nelson, Tourism Fiji; Shaenaz Voss, Fiji Airways; Andrew Stanbury, Fiji Airways and Rodney Harrex, SATC.

10% off US rentals

DRIVEAWAY Holidays is offering a 10% discount on Alamo, Dollar and Thrifty car rentals booked in the United States when booked and paid by 31 Aug.

A 15% saving on RV rentals is also available with Cruise Canada if booked by 31 Jul - more [HERE](#).



Money

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

\$1AUD = US0.763

Markets are today watching for the release of key data on retail sales and the Reserve Bank's monthly interest rate announcement, both of which are likely to impact the Australian dollar.

The local currency had slipped overnight from recent highs as US Treasury yields inched higher and the USD rallied against most of its counterparts.

Despite softening on the US currency, the AUD was still steady against other majors.

Wholesale rates this morning:

US	\$0.763
UK	£0.589
NZ	\$1.041
Euro	€0.672
Japan	¥86.52
Thailand	฿25.84
China	¥5.116
South Africa	R10.044
Canada	\$0.988
Crude oil	US\$47.07

TC persona analysis

TRAVELLERS Choice managing director Christian Hunter will head a nationwide series of meetings for members this month to explain the retailer's new 'persona analysis' initiative.

The concept involves the development of a series of 'personas' based on key criteria, such as industry experience, customer mix, turnover and marketing activity.

"Every Travellers Choice member is different, which means it is important we customise our support services to ensure they are of equal value to agents of all shapes and sizes," Hunter said.

Presenting alongside Hunter at the events will be Travellers Choice chair Trish Ridsdale.

Meetings will be held in Perth today, Adelaide on Wed, Melbourne on Thu, Sydney on Fri and in Brisbane next Mon.

QR fast-tracking

SOHAR in Oman & Prague in the Czech Republic have been fast-tracked into Qatar Airways' route network, with the destinations to come online on 08 Aug and 21 Aug respectively, the carrier has announced overnight.

The Doha-Sohar route will operate on a thrice weekly basis and Doha-Prague daily, using Airbus A320s.

QR also reiterated other new routes to launch this year and in 2018 include Canberra, Chiang Mai, Rio de Janeiro, San Francisco and Santiago (**TD** 29 Nov).

EK Nice A380 start

EMIRATES has increased its number of Airbus A380-serviced global hubs to 47 with the launch of flights on the Dubai-Nice route, replacing previously utilised Boeing 777-300ER aircraft.

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Reporting to the National Operations Manager, the Customer Service Manager Canberra is a vital link in our national operation platform. The CSM will work collaboratively with the broader Operations Team, and the successful candidate appointed in the position will ensure that continuous improvement is achieved in the Canberra Team and ensures consulting staff are adhering to QBT policies and processes and reaching minimum productivity and service level expectations.

To be successful, the ideal candidate will have:

- o Qualifications in travel and tourism with a minimum of 5 years International Travel Consulting Experience
- o Have relevant and current leadership experience with a minimum of 3 years
- o Demonstrated strong communication and leadership skills
- o A broad proven track record in the arena of Corporate Travel Management
- o A demonstrated ability to assess workflow behaviours and not only identify but implement improvements
- o Have worked in a coaching or mentoring role previously
- o Have strong experience with the engagement with key customer stakeholders (Internal and External)
- o Strong understanding and proven experience in Employee and Industrial relations preferred but not essential

A position description will be sent on request to those who fulfil the above criteria, outlining further details on the specifications and requirements of this role. The content of this position description are based on the current and anticipated needs of QBT, however, changes to this position description may be required in the future, to accommodate the evolving requirements and tools of the business.

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

Send your Expression of Interest and Curriculum Vitae by the **close of trade 11th July 2017**.

To apply please send your CV to careers@qbt.travel

QBT Business travel made simple

SilkAir bargains

SINGAPORE Airlines' regional offshoot SilkAir is offering special deals on return airfares and a chance to win Business class tickets in celebration of the upcoming arrival of its new Boeing 737 Max 8 aircraft.

The promo is running until 30 Jul, and customers who purchase any ticket during the period will go into the draw to win one of eight pairs of Biz class tickets.

Fares departing from Cairns and Darwin start at \$460 return for flights to Phuket, Thailand, operating via Singapore.

The promotion is available when pax book through an agent.

Touring Pitcairn

PITCAIRN Islands Tourism has announced a new tour program for 2018 to meet growing visitor interest of the islands.

The new line-up includes a 19-day tour which features a stopover in Tahiti, an ocean voyage to Pitcairn, and 11 days on the island with a range of activities and all meals included.

The first tour departs Australia on 18 Feb, with Omniche Holidays offering an earlybird package starting from \$11,999ppts, including return airfares to Papeete with Air Tahiti Nui.

Pitcairn Islands is home to only 50 permanent inhabitants.

UA, Travel Partners do the PJs



UNITED Airlines and Travel Partners are kicking off the Independence Day celebrations in United's new Polaris Business class pyjamas to kick off the start of Travel Partner agents learning about the product throughout Jul.

United Polaris features new inflight food and beverage choices, bedding from Saks Fifth Avenue, new amenity kits and

new 100% cotton pyjamas and fleece lined slippers.

Business class passengers travelling from MEL and SYD to LA will also be able to jump at the chance to sip on Bloody Mary's and mimosas.

Pictured are Simon Bernardi and Jeff Hakim, Travel Partners; Verena Billett, United Airlines; Jatinder Kaur, Travel Partners and Angela Denney, Travel Partners.

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If you think you would be a great fit please send your resume through today to careers@helloworld.com.au

Applications close Friday, 14 July 2017



Booking.com startup

BOOKING.COM has announced the recipients of its first accelerator program for start-ups in sustainable tourism, dubbed Booking.com Booster.

Seabin, a startup co-founded by Aussie Peter Ceglinski was awarded a €350,000 grant for its automated marina rubbish bin that collects floating rubbish, debris and oil 24 hours a day, seven days a week.

The group was also voted employee favourite, following their 30-second "bike pitch" to the Booking.com team.

Launched earlier this year, the Booking.com Booster Program was created to identify, mentor and fund promising startups dedicated to sustainable tourism.

In 2017, nearly 700 startups with teams from 102 nationalities applied to join the initiative.

SAS units LHR hub

SAS Scandinavian Airlines will make London Heathrow its base for its SAS Scandinavian Airlines Ireland division.

It is expected that SAS will give up several of its 17 daily LHR slots to the unit to facilitate its launch of flights to Scandinavia.

Previously SAS Ireland announced plans to fly from LHR to Malaga later this year.



Round 16 Winner

Congratulations

ANDREW GARRETT

from Clean Cruising

Andrew is the top point scorer for Round 16 of Travel Daily's Super Rugby footy tipping competition. He's won a \$100 travel voucher courtesy of Expedia.




Major prize for the 2017 footy tipping competition is return economy class airfares to Dubai flying with **EMIRATES**. Emirates has 77 flights per week to DXB.



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travelBulletin Travel Daily

WA agents take on Great Singapore Dash



FIFTY West Australian travel agents were invited to travel to Singapore as guests of Singapore Airlines to celebrate their 50th anniversary of flying to Perth.

The weekend faml saw agents take part in an "Amazing Race" style competition.

Agents were provided with race backpacks consisting of maps, tourist information and EZ-Link transport cards to help them complete the required tasks and make it to their next 'check-point'.

During the competition, the group saw many of Singapore's sights including the Merlion, Singapore Flyer, Gardens by The

Bay, China Town and Little India.

SQ's WA manager David Pinches said the weekend was a fantastic success and a great way to celebrate the 50th Anniversary of operating to Perth.

"I am very pleased that we were able to come up with an exciting way to celebrate with the West Australian trade," he said.

Pictured above are the agents celebrating the successful Amazing Race competition.

New UA 777 routes

UNITED Airlines will expand its new Polaris offering to three additional long haul destinations later this year.

From 06 Sep, UA will introduce its Boeing 777-300ER product on its SFO to PEK route, SFO to FRA will start on 05 Oct, and EWR to NRT begins on 28 Oct.

UA's widebody aircraft features 60 seats in Business class in a 1-2-1 configuration with direct-aisle access from all seats.

There are also 102 seats in Economy Plus and 204 in Economy class.

LATAM Q1 results

LATAM Airlines Group has announced an operating income of US\$152.3 million and a net income of US\$65.6 million for the first quarter of 2017.

During the 1Q17, total operating revenues increased 6.4% to US\$2,477.4 million, while load factors increased 0.5% to 84.7%.

Throughout the period, domestic capacity within Brazil was reduced by 9.5%, while LATAM Airlines Brazil reduced capacity by 26% on international routes between Brazil and the United States, compared to 1Q16, the Latin American carrier said.



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This month, Scenic and Travel Daily are giving readers the chance to win a luxurious river cruise. Experience a 15-day cruise in a balcony suite. The prize includes:

- Jewels of Europe river cruise for 2 people departing Oct 2018
- Return flights to Europe
- Complimentary beverages all day, everyday, all meals, private butler service and all tipping & gratuities

To win, answer every daily question correctly and have the most creative answer to the final question. Send your answers to scenic@traveldaily.com.au

Q2. Name three rivers Scenic cruises in Europe.

Hua Hin Evason rep

RM ASIA Pacific has been appointed marketing consultants in Australia and New Zealand for the Hua Hin Evason resort on Thailand's Gulf of Siam.

They will service the resort in Australia and New Zealand from RM's offices in North Sydney.

RM Asia has been marketing the property in Hong Kong, China and Taiwan for the last few years.



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Reservations Operations Manager

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Are you a passionate leader looking for a change of scenery? Our client is an esteemed brand well-known to the travel industry. A pioneer in luxury travel with offices worldwide. Be responsible for the overall leadership of 3 divisions including consultants & sales support teams with approx. 20 staff. Procedures, service levels, recruitment, trade show representation, famils and more will fall under your care.

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North American Travel Specialist

Sydney

Salary \$50-55K + super + up to \$15K bonus + famils

If you are passionate about destinations and product that is a little different from the norm then this is the role for you! You will liaise with travel agents, direct clients and overseas operators booking flights and land combinations throughout the USA and Canada. Solid product knowledge of the USA and Canada and previous consulting experience required.

- Dynamic team
- High base + incentives

Call Susan or [click here](#)

Corporate Business Development

Melbourne, Brisbane, Sydney

Salary to \$85K + super + incentives

3 sales opportunities on offer for this global travel brand in the corporate sector. Increase profitability & market share with your winning sales strategies targeting the corporate & events space. A great salary package with a highly achievable bonus scheme on offer AND this company even offers the support of an in-house Tender Writer to ensure a winning combination! Corporate sales exp. required.

- Market leader
- Real career opportunities

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Multi-Skilled Corporate Consultant

Sydney Hills District

Salary to \$50K + super + bonuses

Sick of the commute to work? This role is ideal for an experienced consultant living in the Hills area of Sydney. Drive to work at this established corporate travel business and enjoy onsite parking! Work as part of a team on a variety of business portfolios servicing both domestic & international travel itineraries. Amadeus & Tramada with strong fares knowledge would be ideal for this role.

- Work close to home!
- Onsite parking

Call Cristina or Susan or [click here](#)

Event Manager

Sydney, Salary to \$75K + super

Orchestrate conferences & events from concept to completion for this professional events agency. Ideally you will have 2 yrs exp. working for a PCO as a Conference or Event Manager. Pharmaceutical experience advantageous.

Call Peter or [click here](#)

Senior Business Consultant

Corporate TMC, Nth Sydney to \$65K + super + inc

This global brand will present multiple career opportunities for an experienced corporate travel consultant looking for a change. After winning a new, multi-million dollar account they are creating a new team in their Nth Sydney offices.

Call Susan or [click here](#)