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# Travel Daily

First with the news

Monday 26th June 2017

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## VA ACCC 'condition' risk

**LAWYERS** for Virgin Australia and its proposed Australia-China air alliance partners HNA Group, Hong Kong Airlines & HK Express have objected to the competition regulator's plan to impose a "non-exclusivity condition" relating to interline and/or codeshare pacts.

In a submission filed by Gilbert & Tobin with the ACCC relating to its Draft Determination of VA's Alliance Framework Agreement (AFA) with the China-based carriers, Virgin said the proposed condition is "unnecessary".

They argued that Virgin's AFA doesn't prevent any of the alliance airlines from entering into interline deals with other carriers, or VA from signing other codeshare arrangements relating to Australian domestic routes.

VA suggested the proposed condition was "extremely broad" and would limit the alliances' members from arranging other interline or codeshare tie-ups.

The condition was raised by the ACCC in response to a submission from Air China, which has an existing interline deal with VA on domestic flights (*TD* 22 Mar).

"This is quite a narrow issue," the lawyers stated, while noting Air China didn't raise similar concerns about the Qantas and China Eastern Airlines alliance.

Gilbert & Tobin said Qantas had existing codeshare arrangements with China Southern and Cathay Pacific, pacts that are not affected by its alliance with China Eastern.

"The applicants submit that there is no unique characteristic or market circumstances in relation to the proposed alliance that would justify the imposition of the proposed condition", the lawyers stressed.

"A broad condition of the type proposed could undermine the ability of the applicants to align their commercial interests, which would put the benefits promised by the Alliance (and recognised in the Draft Determination) at risk," Gilbert & Tobin added.

### Today's issue of TD

*Travel Daily* today has eight pages of news and photos, plus a full page from:

- AA Appointments jobs

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EUROPE 2018 Out Now!

# Travel Daily

First with the news

Monday 26th June 2017



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[www.aaappointments.com.au](http://www.aaappointments.com.au)

## Hilton Fiji adult space

**HILTON** Fiji Beach Resort & Spa has today opened a brand new adults-only venue named Koro.

Open daily, the multi-level space features a restaurant, two beachfront pools and live entertainment.

It is complimentary to in-house guests over the age of 18 and offers all-day dining options, poolside daybeds and lounges.

The top level features a new event space called Vision.

## Air NZ HND changes

**AIR** New Zealand is adjusting the operating aircraft on its flights between Auckland and Tokyo Haneda for the northern winter 2017/18 season.

Previously scheduled to utilise Boeing 787-9s, GDS screens now confirm the thrice weekly flights will be operated by Boeing 777-200ER aircraft instead.

## New Mantra "masterbrand"

### MANTRA

Hotels & Resorts has announced the consolidation of its existing multi-branded portfolio into a new single consumer brand.

To be known simply as 'Mantra Hotels' the properties across the brands will all feature on a new [mantrahotels.com](http://mantrahotels.com) website.

The sub-brands - Peppers, Mantra and BreakFree - will continue to be used to differentiate the offerings.

Mantra Group chief operating officer Tomas Johnsson said the new integrated website "provides curious connected travellers with the experiences they seek in one location," with the move part of the company's expansion strategy into international markets.

"Our new Mantra Hotels



masterbrand reflects our intent to encourage guests to

live life outside the square and reaffirms our commitment to facilitating genuine and trusted experiences in a meaningful way," he gushed.

The new website also features the group's Mantra+ newly revitalised loyalty program.

The rebranding includes a new Mantra Hotels logo (pictured) which is being launched as part of a major new marketing campaign including TV, social and video advertising segmented into romance, city escapes, family holidays and business travel.

View one of the new TVCs at [traveldaily.com.au/videos](http://traveldaily.com.au/videos).



## Aurora appoints

**DIANNA** Schinella, ex Rocky Mountaineer, has been appointed to the newly created role of Industry Sales & Marketing Manager for Aurora Expeditions - more in **Cruise Weekly** tomorrow.

## BA wet-lease QR jets

**AN UPCOMING** cabin crew strike by British Airways staff (TD 19 Jun) will see the carrier wet lease replacement aircraft and crew from Qatar Airways.

BA has requested authorisation for the use of nine QR A320s from the UK Civil Aviation Authority for a two week period next month.

"The application has been made on the grounds that the lease is justified on the basis of exceptional needs...to enable British Airways to continue passenger operations in light of a planned operational disruption by its mixed fleet cabin crew," according to a CAA document.

Qatar Airways is believed to have significant spare capacity at present, with many of its short-haul routes suspended due to Qatar's ongoing stoush with Saudi Arabia, Egypt, Bahrain and the United Arab Emirates.

QR owns 20% of International Airlines Group, the parent company of BA and Iberia.

The diplomatic crisis has not significantly impacted QR services from Australia but has caused flight times to be extended on some routes in and out of Doha.



## MARKETING MANAGER

If you are looking for an exciting new role within a dynamic, global organisation, five minutes from the beach, then read on...

**Visit Sunshine Coast** is seeking a **Marketing Manager** with extensive marketing experience and exceptional people management skills.

Reporting directly to the CEO, you will be responsible for managing marketing support across the entire organisation and will provide a key advice role to the CEO, Senior Management, Digital Committee and the Board of Directors.

If you are an experienced, motivated and passionate Marketing professional with up to the minute knowledge and skills, we would love to hear from you!

Click [here](#) for more information. **Applications close 30 June 2017.**



## RESERVATIONS CONSULTANT

Silversea owns and operates a fleet of nine "Boutique" cruise ships and is recognised as the market leader in the ultra-luxury cruise sector. A fantastic opportunity exists in their Sydney CBD office.

Reporting to the Passengers Services Manager, this role requires you to process new and existing reservations, generate, accurate invoices, assist with group reservations, assist with documentation and provide exceptional service.

To apply for this role you must have previous reservations experience with the use of GDS systems plus strong customer service skills.

Confidential applications to [aushr@silversea.com](mailto:aushr@silversea.com) by Friday 30th June.

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## Travel industry chiefs unite



A LIBERAL Party dinner in Sydney on Fri night was well supported by the Australian travel and tourism industry - as evidenced by this snap.

The party's federal treasurer, Helloworld Travel Limited ceo Andrew Burnes, caught up with Qantas ceo Alan Joyce and head of the Australian Federation of Travel Agents Jayson Westbury.

The occasion was the 59th birthday of the party, and saw former NSW Premier Mike Baird awarded life membership.

## Fox role expands

APT'S sales and marketing chief Debra Fox has a new title, with her role expanding group-wide to become chief commercial officer at APT Travel Group.

Fox was previously executive general manager of sales and marketing for APT, Travelmarvel and Captains Choice.

## Silversea Peninsula partnership

SILVERSEA Cruises has announced a partnership with The Peninsula Hotels as part of *Silver Muse's* 73-day Grand Asia Pacific Voyage which departs Sydney on 02 Feb 2019.

The itinerary will sail to Tokyo visiting 39 destinations in 12 countries, while Peninsula will enrich the experience with an on-board team of local destination specialists and chefs.

There will also be exclusive events in select Asian cities arranged in collaboration with The Peninsula Hotels, and the voyage will be capped off with a three night post-cruise stay at The Peninsula Tokyo, including an exclusive Japanese-themed dinner event in the hotel's Grand Ballroom.

Bookings are now open for the cruise on 1300 306 872.

## Jetstar Pacific grows China destinations

JETSTAR'S Vietnamese offshoot Jetstar Pacific is expanding its international operations, with the addition of two new schedule routes to China last week.

The expansion includes thrice weekly non-stop flights between Hanoi and Wuxi, as well as a service between Nha Trang (Cam Ranh) and Hangzhou, also operating three times a week.

The new services utilise Airbus A320 aircraft, with the carrier also set to grow capacity into Japan in the coming months (TD 13 Jun).

MEANWHILE Jetstar ceo Jayne Hrdlicka has also flagged further non-stop JQ flights between Australia and China, with plans to launch another charter service bringing inbound visitors within the next six months.

Jetstar previously operated direct flights to the Gold Coast from Wuhan under a 12 month charter deal which wrapped up in Sep last year.

## ICESAP appoints

THE Incentive Conference & Event Society Asia Pacific (ICESAP) has appointed Melbourne Convention Bureau ceo Karen Bolinger and AccorHotels Asia Pacific vice president of sales, Kerry Healy to its advisory board.

ICESAP has also named Pacific World's Erica Hegarty as regional vice president for South East Asia.

More details in today's issue of *Business Events News*.



## Window Seat

NOW this is what we call customer loyalty.

A California man attracted headlines last week after visiting Disneyland every day since he received an annual pass more than five years ago.

Jeff Reitz (**below**) passed the 2,000 visit milestone on Thu, with his daily Disney adventures documented on a blog titled Disneyland366 which he launched after attending a Leap Year promotion on 29 Feb 2012.

He uses the "Disney Signature Plus Passport" for his visit, which costs US\$1,049 annually - meaning each trip costs US\$3.

"That's less than most people spend on a cup of coffee...when you use it every day that pass is a no-brainer," he said.



## Norwegian to BA

EUROPEAN low-cost long haul carrier Norwegian has announced its first flights to South America, with the planned debut of four weekly non-stop services between London Gatwick and Buenos Aires in Feb 2018, utilising Boeing 787-9 aircraft.

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Monday 26th June 2017

## US robocall scam

**MAJOR** travel brands including Marriott, Hilton, TripAdvisor and Expedia have been targeted in a "robocall" scam in the USA, where a fraudster made almost 100 million robotic phone calls over a three month period.

The US Federal Communications Commission (FCC) has proposed a US\$120 million fine for Adrian Abramovich, whose business made the calls offering customers "exclusive deals" from the various travel suppliers.

The offers were actually linked with Mexican timeshare providers, and the travel brands, which had nothing to do with the promotion, were reportedly inundated with complaints from consumers.

The FCC says more than a million of the robotic phone calls were made per day, and that Abramovich "intended to defraud Marriott, TripAdvisor and other companies of their goodwill".

## Any airline check-in

**LUFTHANSA** offshoot Lufthansa Innovation Hub has launched a new website which is claimed to enable travellers to check-in online for any flight, regardless of the individual carrier.

[AirlineCheckins.com](http://AirlineCheckins.com) allows passengers to register and store their travel documents and preferences in an online profile.

They will then automatically be checked in for all flights that are booked using a personalised AirlineCheckins.com email.

The automated check-in will take place within minutes of the opening of the online window for each carrier, meaning it is more likely that the travellers will receive their preferred seat.

"We will check you in no matter which airline and destination you choose...thanks to the free and automated process you never have to check in a flight again and automatically get your favourite seat in the plane," the firm said.

## Cruise Iceland in 2018

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16 night small ship cruise from Reykjavik to New York City  
Departing 23 Aug '18

Discover more!

## Aqua-Aston loving Australia



**HAWAIIAN** hospitality group Aqua-Aston Hotels showed its appreciation for the Australian market last week, with a visit down under by its director of public relations and promotions, Theresa van Greunen.

Aqua-Aston is represented locally by Asia-Pacific Travel

Marketing Services (APTMS), which looks after the group's almost 50 properties in Hawaii and continental USA.

It's the first visit to Australia for Van Greunen, who will also take part in a Hilton showcase in Sydney this week and is pictured with APTMS ceo Kylee Kay (right).

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London	\$1,399*	\$6,939*
Paris	\$1,399*	\$6,739*
Athens	\$1,399*	\$6,709*
Manchester	\$1,479*	\$6,939*

[emiratesagents.com/au](http://emiratesagents.com/au)



\*Advertised fares are per person for return Business Class and Economy Class travel departing from Perth and are correct as of 13 June 2017, subject to currency fluctuation. Offer ends 3 July 2017. Business Class fares are for travel commenced between 5 July 2017 and 28 March 2018. Economy Class fares are for travel commenced between 1 October and 30 November 2017, and 14 January and 20 March 2018. Higher levels apply for other travel periods. Business Class airfares are for return travel from Monday through to Thursday, while Economy Class airfares are for return travel from Sunday through to Thursday. Flight restrictions, inbound blackout periods, amendment and cancellation fees apply, and fares are subject to availability. Further terms and conditions apply. For full terms and conditions, please see your GDS, visit [emiratesagents.com/au](http://emiratesagents.com/au), or call Emirates on 1300 303 777. Offer subject to change. ^Best Airline in the World in the TripAdvisor® Traveller's Choice™ Awards for Airlines 2017.



Monday 26th June 2017

## Si Holidays to challenge OTAs



**SI GROUP** showcased its Balmain-based headquarters to the travel industry on Thu night, with around 200 travel agents, suppliers, industry executives and partners given the opportunity to explore the wholesaler's new digs and celebrate its official launch.

MD Tui Eruera said expanding the business into new verticals - namely technology start-ups & hospitality (**TD Fri**) - sat alongside new opportunities for its wholesale division, Si Holidays.

Eruera told **Travel Daily** the wholesale market in Australia was getting "tighter" and is now based on a "game of margins".

"Our model is to bring technology into the business more than other wholesalers have done in the past, and really bring efficiencies to not only our business but our partners.

"Because travel agencies are being squeezed now by online agents, as we know, and I think we need to work together in that capacity to be stronger in the market," he explained to **TD**.

Key to Si Holidays' success will be delivering "great service, great product and a great price to support the travel agents, and to make it easy for them".

Eruera also confirmed that Europe would be a major focus for Si Holidays next year.

With an extensive product line-up already in Asia, the Pacific, US and Canada, Erera said there were only a handful of players in

the local market selling Europe.

"A big target for us next year is Europe. So we are bringing out an extensive Europe program, spanning the Mediterranean, Nordics and United Kingdom.

"I think that with Qantas' new Perth-London route there will be many more options for us to capture traffic."

Currently Si Hols sells accommodation in Europe through GTA and other links, but has had little procured content.

Eruera revealed to **TD** that Si Holidays' head of product has just returned from six weeks in Europe, travelling from Spain to Greece procuring product directly and working with DMCs "that will allow us to deliver more competitive pricing".

**Pictured** at the event on Thu from left are Michelle Pelley and Belinda Hackett, TravelManagers; John Nickel, Fiji Airways; Tui Eruera, Si Holidays; Tony Whitton, Rosie Holidays; Michael Gazal, TravelManagers and Deahann Urqueza, TravelManagers.

**Below:** Fiona Gent from MTA; Tui Eruera, Si Holidays and Rebecca Merlino, Si Hols bdm.



## 2018 CUBA: Connecting People & Culture

7 days from \$7,990\* pp

**Highlights** Connect with Cuban cultural heritage, discover Ernest Hemingways Cuba and interact with the citizens.

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Discover more!

\*conditions apply

## Delta, Korean tie-up

**DELTA** Air Lines and Korean Air have signed a joint venture that will expand the carriers' trans-Pacific partnership.

The new deal involves expanded codesharing across the Pacific, joint sales and marketing initiatives in Asia and the US, co-location at key airports and enhanced frequent flyer benefits.

The joint venture will create a combined network serving more than 290 destinations in the Americas and over 80 in Asia.

"Together, Delta and Korean Air are building a world-class partnership that will offer more destinations, outstanding airport facilities and an unmatched customer experience on the trans-Pacific," said Delta Air Lines ceo Ed Bastian.

## Six Senses for Ibiza

**SIX** Senses Hotels Resorts Spas has confirmed it will open its third European property on the Spanish island of Ibiza in 2020.

The resort will be located on the northern tip of the island at Cala Xarraca Bay and will offer 134 rooms including townhouse suites, pool suites, beach cave suites and two extensive six-bedroom "mansions".

It will include a Six Senses Spa and will tap into the island's music culture with a program of showcase performances.

## Virtuoso 'test drives'

**A SERIES** of 'test drive' events hosted by Virtuoso has attracted several hundred member clients over the past two weeks.

The Sydney events were arranged to give clients an opportunity to sample experiences offered by Virtuoso partners Uniworld, Seabourn, Rocky Mountaineer, Regent Island Escapes, Silversea, Tauck and Windstar Cruises.

Eight lunch and dinner events were arranged by Virtuoso, each held at the Ranger's Residence in the Centennial Parklands.

## USA & Canada boost

**TRAFALGAR** has introduced six new itineraries in its 2018 USA & Canada program, including additional local characters in its Be My Guest program.

The brochure includes 43 itineraries, including the new nine-day Cuban Cigars to American Cars, the 10-day Geysers and Glaciers and the 17-day Spirit of the South.

Among new options in the Be My Guest program is a chance to meet Rahaman Ali who recounts stories of his older brother, boxer Muhammed Ali, in his home in Louisville, Kentucky.

Early payment discounts of 10% are available for bookings made by 26 Oct.



## Round 16 Winner

Congratulations

**PHIL SYMONDS**

from *Corporate Traveller*

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



Major prize for the 2017 footy tipping competition is two return economy class fares to any one of **EMIRATES** 39 European destinations.

NSW permit LTFS-17-1149, ACT permit TF 17/00235

## Regional Tourism Development Manager Country and Outback NSW

- Full Time role
- Sydney CBD – The Rocks
- Total Remuneration Package Grade 9/10 (\$112k - \$124k)

### About the Organisation

Destination NSW is a Public Service Executive Agency with responsibility for developing and implementing strategies to grow the visitor economy. Our particular focus is on driving tourism and acquiring and developing major sporting and cultural events for Sydney and Regional NSW. In addition, Destination NSW is the major investor in Business Events Sydney with the aim to secure more international conventions, incentive travel reward programs, corporate events and exhibitions for Sydney and Regional NSW.

For more information about Destination NSW please visit their website at [www.destinationnsw.com.au](http://www.destinationnsw.com.au)

### About The Role

The Regional Tourism Development Manager (RTD Manager) – Country & Outback is the tourism development and marketing 'expert' for the region covered by Destination Country & Outback NSW which includes New England, Northern Tablelands, Central NSW, Orana and the Outback.

The region includes a diverse range of destinations, attractions and tourism products including cultural and heritage assets (such as Broken Hill, Lightning Ridge, Bathurst and Armidale), food and wine regions (such as Orange, Mudgee and the New England wine region), unique attractions (such as Western Plains Zoo, Moree Artesian Baths, Siding Springs Observatory and the Parkes Radio Telescope), natural landscapes (such as Warrumbungle National Park and the red desert Country) as well as major tourism events (such as the Parkes Elvis Festival, Tamworth Country Music Festival and Bathurst 1000).

The RTD Manager - Country & Outback is responsible for managing Destination NSW's efforts in relation to the development and delivery of a range of programs to assist regional stakeholders, particularly the Destination Network Country & Outback NSW. Specifically, the role is responsible for:

- Providing input into the development, evaluation and implementation of applications to DNSW's Regional Tourism Fund.
- Acquiring a thorough understanding of the Destination Network region in terms of visitor profile; key tourism products, experiences and destinations; stakeholder issues and promotional opportunities.
- Developing and maintaining positive relationships with key stakeholders.
- Providing information to regional stakeholders on Destination NSW partnership programs and feedback and market intelligence from the Destination Network region, to inform Destination NSW activities and promotional opportunities.

### Applying for the Role:

Please respond to the following two targeted questions in a covering letter [maximum two pages] as well as supplying an updated copy of your resume [maximum five pages] with relevant skills and experience and identifying how these relate to the capabilities of the role.

1. Outline your destination management experience, including specific responsibilities relating to tourism stakeholder management, destination development and marketing in a domestic tourism environment.
2. Provide an overview of your experience in building productive and positive relationships with external stakeholders. Where relevant, include details on how you achieved collaboration across these stakeholder groups in delivering projects, marketing plans or other promotional activities.

**Closing date:** 10 July 2017 at 5.00pm

**Enquiries:** Mandy Bellingham E: [mandy.bellingham@dnsw.com.au](mailto:mandy.bellingham@dnsw.com.au)

Applications must be lodged electronically via the **I Work For NSW** website. Applications submitted via email will not be accepted.

Monday 26th June 2017

## APT celebrates its staff at 90th



APT Travel Group (ATG) staff were recognised at a special birthday party held recently to mark the company's 90th anniversary celebrations.

The event - held at Milano's, not far from the company's headquarters in Bayside Melbourne and close to its original location - was hosted by the founding McGeary family, Geoff, Robert and Lou Tandy.

ATG managing director Chris Hall declared the company's staff as the "beating heart of the company's ongoing success".

Robert McGeary announced a special one-off mid-year bonus would be awarded to every staff member with a year or more service worldwide.

Partygoers were entertained by tribute band BABBA, with an APT 90th photo booth made available to capture snaps of the night.

**Pictured** are: Geoff McGeary, director Australian Pacific Touring and Chris Hall, managing director.

## AA to strengthen NZ

**AMERICAN** Airlines has said it will "come back stronger" when it resumes flights between Los Angeles and Auckland in Oct, the *NZ Herald* reports.

After a two month break, AA will return with Boeing 787-9s.

## WIN WITH SAN DIEGO



San Diego, California's beach city is located less than two hours from LA and combines world-class family-friendly attractions with laidback beach vibes. San Diego is famous the world over for its San Diego Zoo, LEGOLAND California Resort and splash-tastic SeaWorld San Diego, but has so much more on offer to thrill both little and big kids in the family. For more **CLICK HERE**.

To celebrate "Kids Free Month" returning to San Diego this October, we're giving away a Summer Fun Hamper brimming with beach-themed goodies including a Sunnyslife inflatable flamingo.

To win, have the most creative answer to the question below. Send entries to [sandiego@traveldaily.com.au](mailto:sandiego@traveldaily.com.au)

Tell us in 25 words or less why San Diego is the ultimate family holiday?



ETIHAD Airways has begun a new codeshare partnership with China Southern, allowing the Chinese carrier's passengers to connect via Abu Dhabi to more than 100 Etihad destinations.

Under the agreement, China Southern has put its CZ code on Etihad-operated daily services from Beijing, Shanghai and Chengdu to Abu Dhabi.

**DORCHESTER** Collection executive Eugenio Pirri will take responsibility for nurturing future talent in the new position of Chief People and Culture Officer.

Pirri joined the company in 2011 as vice president people and organisational development and has also held human resources roles at The Savoy and Fairmont Hotels and Resorts.

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## Nashville is in the building...



**AUSTRALIANS** comprise the third biggest group of international visitors to Memphis, Tennessee in the USA - a fact that was celebrated on Fri with a special event in Sydney.

The Memphis Convention & Visitors Bureau was showcasing two major anniversary commemorations to be held in the city next year - the 40th anniversary of Elvis Presley "leaving the building," and half a century since the assassination of Martin Luther King.

A special Elvis Week is taking place 11-19 Aug 2018, with a range of concerts and special events expected to see thousands of Aussies pack their blue suede shoes to join the festivities.

It will be the first Elvis Week

since the US\$137m expansion of Graceland, which includes the 450-room Guest House at Graceland resort hotel

The National Civil Rights Museum is also remembering the legacy of Martin Luther King with a range of events across the year.

**Pictured above** at last week's event are, from left: Memphis Convention & Visitors Bureau communications manager Milton Howery; Chris Ingram, Memphis Travel Australia/NZ director; Barry Pelts from Corky's Ribs & BBQ; and Glenn A. Baker, "Rock Brain of the Universe".

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

## Fish market revival

**THE** Sydney Fish Market is set for a \$250 million redevelopment under plans outlined by the NSW Government yesterday.

Premier Gladys Berejiklian announced the appointment of Danish architects 3XN to design the new market, which will be rebuilt on waterfront land alongside the current location at Blackwattle Bay.

The redeveloped site will include improved visitor facilities including new retail and harbour-view dining areas and public waterfront access.

The project is expected to help boost visitor numbers from around three million to six million people per year.

## Destination Network Country & Outback New South Wales, Australia General Manager

- Expert in managing and delivering strategic, operational and financial management of an organisation
- Strong tourism credentials with extensive experience working in domestic and international tourism industry
- Extensive experience in industry engagement, business and product development, partnership management and destination development
- Senior executive role with strong team management and leadership

Destination Network Country & Outback NSW is a new entity which has been established by Destination NSW, (DNSW) to support the NSW Government's target to double visitor expenditure to regional NSW by 2020. The Administrative Headquarters of Destination Country & Outback NSW is the City of Dubbo and it will be a condition of employment that the General Manager permanently resides within the City of Dubbo, or its immediate environs, for the period of employment as General Manager.

Reporting to the Network Board, the General Manager will establish the operations of the new entity, develop and implement the Network's Destination Management Plan, lead the Network team to drive tourism growth throughout the region, secure funding through lodgement of successful grant submissions, identify opportunities to support new product development and major investment in the region, deliver innovative promotional and marketing activities and foster the Network's partnerships.

### About the Role

We are seeking a General Manager who is responsible for:

- Leading the day-to-day operations
- Strategic and Financial management
- Overseeing and managing the profile of the Destination Network
- Development and delivery of industry engagement
- Business and product development
- Education, training programs and activities with and for key stakeholders
- Work in collaboration with DNSW on DNSW led marketing and communications activities for the region's 'hero' destinations, experiences, events and festivals and regional campaigns

### Skills and Competencies

- Tertiary qualifications in business management or other relevant field and/or equivalent tourism industry experience
- Proven experience in a day-to-day comparable management role, leading the operations of a similar sized organisation
- Demonstrated proactive approach to establishing and maintaining positive relationships with internal and external stakeholders
- Excellent presentation and facilitation skills
- Effective written communication skills, including reports and grant applications
- Strong marketing skills that have fostered business growth

Salary package will be commensurate with the role and the successful candidate's experience.

### How to apply:

Applicants should include a covering letter and resume demonstrating relevant skills and experiences, identifying how these relate to the capabilities of the General Manager role.

Applications to be submitted via email to:

[Stephen.bartlett@destinationcountryandoutbacknsw.com](mailto:Stephen.bartlett@destinationcountryandoutbacknsw.com)

Application close Sunday 9 July at 5pm

## WA Tourism chair out

**THE** West Australian government has thanked outgoing Tourism WA chairman Peter Prendiville who has decided to step down.

Prendiville has served on the board since 2011 and became chairman in 2012.

"On behalf of the State Government, I thank Peter Prendiville for his service to the Tourism WA board over the past six years," said Tourism Minister Paul Papalia.

He said a replacement would be announced shortly.

Monday 26th Jun 2017

## PG lifts baggage fees

**BANGKOK** Airways will raise its baggage fees from 01 Jul.

All domestic flights within Thailand will increase from THB 80/kg to THB 90/kg, while all international zones will see an increase of US\$1 per kilogram.

Flights to Hong Kong and South East Asia will grow from US\$7 to US\$8 a kilo, while flights to Japan and China will increase to \$16/kg. Until 30 Sep, the airline will run an online baggage deal for customers prepaying for bags.

## GBR valued at \$56b

**THE** Great Barrier Reef Foundation has released a report that calculates the total asset value of the reef to be \$56b.

Research within the Deloitte Access Economics report found 64,000 jobs are linked to the reef, including 33,000 in Queensland, and there was \$2.9b in economic value added to the Great Barrier Reef Marine Park (GBRMP) region in 2015-16.

Great Barrier Reef Foundation director Steve Sargent said the numbers revealed how big and significant the reef is to Australia.

"At \$29 billion, tourism is the biggest contributor to the Reef's \$56 billion value," he said.

The reef is valued at more than 12 Sydney Opera Houses.

## Expedia rail tech deal

**EXPEDIA** has completed its acquisition of a majority stake in SilverRail (**TD** 15 May).

The acquisition builds on a partnership begun in 2010 when Expedia's corporate brand Egencia began using SilverRail to offer rail inventory in the US.

Expedia ceo Dara Khosrowshahi said the company was "investing in the online rail revolution" to offer more diverse product.

## BARA signs up AA

**THE** Board of Airline Representatives of Australia (BARA) has welcomed American Airlines as the latest major carrier to join the association as a member airline.

BARA's members cover more than 90% of all international flights into Australia.

## Melia Melaka

**MELIA** Hotels has unveiled the signing of Melia Melaka, a new property located in the heart of Melaka, Malaysia.

This marks the group's fourth property in Malaysia, and its first entry into Melaka.

The property is scheduled to open in 2020 and has 250 rooms including a rooftop pool & garden.

## Brochures

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



### Australian Air Holidays - Gourmet Travel Adventures Australia 2017/18

Australian Air Holidays has unleashed its first gourmet foodies brochure dedicated to domestic food tours. The program packs in six different tours operating on set departure dates and focussing on fine local food, scenery, culture and history. Highlights include the four-day Paradise on a Plate, venturing from Maroochydore to Noosa and the five-day Flavours of Victoria, a roundtrip from Melbourne stopping by Macedon Ranges, Yarra Valley and the Mornington Peninsula.



### Travelmarvel - Great Rail Journeys 2018

Cuba & Iran have made their way into Travelmarvel's range of fully escorted rail holidays in 2018. The new Great Rail Journeys 2018 guide features itineraries in Europe, Asia, USA, Australia and New Zealand. The tours range from five to 19 days in length and are run in partnership with UK company Great Rail Journeys. Also new is the 12-day Norwest & the Arctic Circle, which includes the Flam railway, the Rauma Railway to Trondheim and the Nordland Railway across the Arctic Circle.



## Round 14 Winner

Congratulations

**NATALIE WATTS**

from Flight Centre  
Travel Group

Natalie is the top point scorer for Round 14 of Travel Daily's AFL footy tipping competition. She's won a \$100 travel voucher courtesy of Expedia.



Major prize for the 2017 footy tipping competition is two return economy class airfares to any one of **EMIRATES** 39 European destinations.

NSW permit LTPS-17-11499, ACT permit TP-17/00255

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## WIN TICKETS TO CHINA AND LONDON

To celebrate 20 years of flying into Australia, the launch of new direct service between Melbourne and Shenzhen and the increased capacity between Guangzhou and London, China Southern Airlines is offering Travel Agents in Australia the opportunity to win a return Business Class ticket to any China Southern Airlines destination in China or to London!

To win, correctly answer each daily question in June and have the most inspired response to the final question.

The best response will be the winner of the CZ return Business Class ticket from Australia to London and the second best one will be awarded with the return Business Class ticket from Australia

to any CZ destination in China.

Send your entries to [csair@traveldaily.com.au](mailto:csair@traveldaily.com.au)

15) In which year did China Southern launch the direct service between Sydney/ Melbourne and Guangzhou?







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Bring in the new financial year with an exciting new role away from booking boring travel itineraries. We are currently looking for a talented consultant to join our successful Brisbane team. No two days will be the same as you meet candidates, grow your client portfolio through account management and business development to ultimately find the perfect client/candidate match. Enjoy Mon - Fri hours, an excellent salary + uncapped commission and more.

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