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Corporate Chatter

TODAY'S issue of *TD* features our regular 'Corporate Chatter' column from Karen Tsolakis from Butler Caroye Asia Pacific.

Tsolakis gives readers a taste of what larger corporate accounts are up for tender - see **page 6**.

Intrepid executive shuffle

CITING "phenomenal growth" of its multi-brand global business, the Intrepid Group has shuffled its senior ranks in Australia and New Zealand, *Travel Daily* can exclusively reveal.

Regional director for the past 2.5 years Pete Rawley has been promoted to the new role of gm sales for Asia Pacific, responsible for sales in Intrepid Group's "most important market", the Melbourne-based firm said.

Rawley's expanded role takes in the Asia region, a growing market for the adventure travel company.

"The move allows Pete more time to focus on our key partners in the Australian & New Zealand industry, as well as bring his considerable sales experience to an emerging market for sustainable adventure travel," Intrepid Group managing director James Thorton told *Travel Daily*.

Intrepid's contracting and supplier relations manager for the ANZ market Aaron Hocking has been advanced to the role of general manager of global sales for PEAK DMC, the company's network of 17 local destination management companies.

As a result of the changes, the roles of regional director and general manager of Australia/NZ have been combined, with Brett Mitchell taking responsibility for the outbound segment.

Mitchell has been with Intrepid Group for close to 10 years as group finance director and led the restructure of the firm's Australia inbound business.

"This now allows Intrepid Group to take a truly multi-brand approach to growing the Australia and New Zealand markets," Thorton explained.

The changes have taken immediate effect.

SIA blends fuel levy

SINGAPORE Airlines and its regional offshoot SilkAir have announced they will fold fuel and insurance surcharges into base airfares, effective 23 Mar.

The Singapore-based carriers have displayed fares inclusive of taxes and surcharges since 2008.

"With the removal of the fuel and insurance surcharges as a separate component, customers will be presented with a single base airfare when purchasing tickets," the carrier said.

Other changes will be made to the KrisFlyer program, including the removal of a 15% discount for redemption bookings made online, rather than via the call centre - for full details on the new awards levels, **CLICK HERE**.

Solo Connections 101

TRAVEL Daily's Operator Profile today is Solo Connections.


The company operates three styles of tour: Classic, Active and Collection, each catering to different budgets and needs.

Learn more on the **back page**.

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Today's issue of TD

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

- One&Only Wolgan Valley
- AA Appointments jobs
- Solo Connections product pg



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CTM secretary exits

CORPORATE Travel

Management has announced that Brooke Connell will cease her role as joint company secretary.

Steve Fleming will continue as company secretary, a role he has held since CTM's public listing.

Beijing Capital to Sydney

VIRGIN Australia's proposed alliance partner in China, HNA Aviation, has sought a green light for Beijing Capital Airlines to commence services between Qingdao and Sydney.

According to Beijing Capital Aviation's application to the China Civil Aviation Authority, the airline will launch flights to SYD using two-class Airbus A330 aircraft, starting Jul.

Qingdao is a third-tier city in China's eastern Shandong province and has a population of over 9 million.

Sydney will be a second gateway into Australia for Beijing Capital Airlines which introduced thrice weekly flights to Melbourne ex Shenyang, via Qingdao in Sep.

The TAO/SYD route supports the

'China-Australia Year of Tourism 2017' initiative in which multiple Chinese airlines, along with the China National Tourist Office and Tourism Australia, are aiming to increase traffic and awareness between the two countries.

HNA-owned Hainan Airlines, a sister-airline of Beijing Capital, is one of six Chinese carriers involved in the agreement.

Currently, Virgin Australia is seeking interim approval for an Alliance Framework Agreement with HNA Aviation which spans codeshare and special prorate agreements and more between Australia and China (**TD Fri**).

VA already interlines on Beijing Capital Airlines' flights from Melbourne to Shenyang, leading to speculation they would also co-operate on the new route.

Spendless complaints

SYDNEY travel agency Spendless Travel & Tours has made its way onto NSW Fair Trading's Complaints Register for a second month running, with 13 new grievances reported in Jan.

In Dec, the Pendle Hill agency had a streak of complaints made against it (**TD 31 Jan**).

Jetstar also appeared on the list which highlights companies with 10 or more reported gripes from consumers.

The LCC had 13 complaints but a spokesperson for the airline told **Travel Daily** all issues had been resolved with its customers.

TTNQ ceo departs

TOURISM Tropical North Queensland (TTNQ) ceo Alex de Waal has announced his resignation and will leave the organisation at the end of May.

TTNQ chairman Max Shepherd said de Waal had been "the driving force" behind many of the region's recent successes.

"We wish him all the best for the challenges in this next step up in his career," Shepherd said.

Recruitment has begun to replace de Waal, who said he would be joining an unnamed national company in Jun.

NRL season kick off

THIS year's NRL season kicks off tonight when the Sharks take on the Broncos, but there's still time to join the **Travel Daily** footy tipping competition.

Register by 7.55pm AEDT at nrl.traveldaily.com.au



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TripAdvisor hotel data

TRIPADVISOR has released its 2017 Hotel Pricing Report, highlighting destinations where room rates have fallen by up to 15% on last year.

The report reveals international accommodation trends based on TripAdvisor's shopping data and pinpoints locations where hotels are offering better value in 2017 than last year.

It also highlights the most affordable months to stay and

some of the best times of year to visit popular destinations.

Topping the list of best-value destinations is the Philippines where 2017 average nightly rates on TripAdvisor have fallen 15% to \$205 per night, followed closely by the UK where prices are now 13% lower at an average \$260.

Other countries showing steep rate declines include Indonesia (down 13%), Vietnam (13%), and Fiji (9%).

Despite hopes of a recovery after recent terror attacks, French hotel rates are showing a further decline of 7% in 2017, to an average of \$294 per night.

The report says UK hotels are cheapest in Jan-Feb, but offer good value in May, Aug and Oct.

Indonesian hotels offer the best value in Jan-Feb, while in Fiji, TripAdvisor tips May and Oct.

Star Alliance express

STAR Alliance has introduced an express service at more than 100 airports worldwide, allowing customers to take a fast track through security.

The Gold Track system is being rolled out progressively at security points in airports globally, and will also be extended to immigration processes in the near future.

Star Alliance gold status holders are able to use the system, including those travelling Economy, along with any Star customer flying First or Business.

The service is currently available at Sydney, Melbourne and Brisbane airports.

For details and locations worldwide, **CLICK HERE**.

ANZ drops Amex

ANZ has become the first major bank to stop issuing American Express companion cards in a move that limits high-earning frequent flyer options.

The move has been attributed to new banking regulations affecting interchange fees and means ANZ will instead focus on its Visa rewards cards.

The Australian reports ANZ will no longer offer Amex companion cards to new customers, while existing cardholders will be able to continue using their cards until 05 Aug.

Other banks are tipped to follow due to a Reserve Bank overhaul of payment systems that subjects Amex to the same regulations as Visa and MasterCard.

Bangkok Air certified

THAI carrier Bangkok Airways has successfully been recertified to the international safety standards of the International Civil Aviation Organisation.

Bangkok Airways says it is the first of nine Thai international airlines to receive its AOC recertification.



Window Seat

OVER-PACKERS of the world can be free of their shame - the King of Saudi Arabia has outdone us all with a total check-in weight of 459 tonnes.

King Salman bin Abdulaziz Al Saud yesterday embarked on a nine-day visit to Indonesia with an excess baggage inventory that includes two Mercedes-Benz S600 limousines and two electric elevators.

The total tonnage was revealed by a local freight company which said the royal cargo was flown into Jakarta and Denpasar airports.

The company says it deployed more than 570 workers to handle the King's miscellanea, while a further 620 people came as part of the King's personal entourage.

It's not the first time King Salman has raised eyebrows while on tour, having previously booked out entire hotels and resorts on visits to Washington and the French Riviera.



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Marketing Representative (Victoria Based) for Singapore Tourism Board

The Singapore Tourism Board (STB) - the National Tourism Organisation which promotes Singapore as a destination for leisure and business is seeking a motivated and dynamic marketing representative for the Victoria market. You will be responsible for engaging the Leisure and MICE travel trade to drive visitors to Singapore. You should:

- Have >10 years of experience in sales and marketing, and possess a good network of tourism industry contacts in Victoria
- Be a resident of Australia and live in Victoria

Email STB_InfoSingapore@stb.gov.sg and provide your name and email contact by **7 March 2017** as an expression of your company's interest in the position. Interested companies will be contacted with further details, and be invited to submit a proposal for the position.



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Ultimate Winery Victoria famil



LAST week, a contingent of travel trade reps participated in a famil introducing the Ultimate Winery Experiences Australia (UWEA) Victorian Wine Trail.

Participants took part in Ultimate Winery Experiences at all Victorian member wineries which include De Bortoli in the Yarra Valley, Pizzini Wines and Brown Brothers Milawa in King Valley, Fowles Wine in the Strathbogie Ranges, Tahbilk in Nagambie Lakes & Montalto Vineyard & Olive Grove in the Mornington Peninsula.

Experiences such as cooking classes, winery and vineyard tours, food and wine matching

and blending classes contributed to an itinerary which gave a comprehensive insight into the spectrum of experiences on offer from the Ultimate Winery Experiences Australia.

Pictured on a stunning Victorian day among the vineyards of Pizzini Winery from left are Alfred Pizzini, Pizzini Wines; Derek Li, Alquemie; Graziella Caruso, Goway Travel; Pamela Spencer, Southern Crossings; Robert Leaver, Red Balloon; Michelle Avis, Aspire Lifestyles; Sandra Feustel, Pan Pacific Travel; Kate Muller, UWEA; Michelle Bassil, Viator; Louise Way, Pizzini Wines and Sally Cope, UWEA.

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Collette confirms NZ

COLLETTE has confirmed plans to have staff on the ground in New Zealand by mid-2018.

Talking to **Travel Daily**, Alison Mead, Collette business manager, Australia, said New Zealand is a good fit as they're "big travellers". "They love cruising, they love touring & we just feel our product has a place in the market."

President & ceo Dan Sullivan last month flagged an expansion into New Zealand (**TD** 15 Feb).

Collette is also growing its Australian team.

Currently employing five reps, Mead said the company was looking at deploying an extra two, one in NSW and another in either Queensland or Vic later this year.

"Going into the 2018 season I would imagine that we would have easily another five or six staff," Mead said, noting that the number of call centre staff was constantly increasing in line with call volumes.

Vancouver-Victoria town-to-town ferry

CANADIAN transport provider Clipper has unveiled plans to introduce a new high-speed passenger ferry service linking downtown Vancouver with downtown Victoria in 2018.

The 579-passenger Halunder Jet is currently operating on the North Sea and is capable of travelling upto 36 knots.

Clipper will reposition the vessel to Canada later this year where it will be retrofitted to the company's specifications.

For many years, most people travelling between Vancouver and Victoria use BC Ferries which operates from Tsawwassen (near Vancouver International Airport) and Swartz Bay (32kms from Victoria's CBD).

Later this month, another new passenger-only ferry service will debut, operated by Riverside Marine BC between Vancouver downtown (Canada Place) and Victoria's steamship terminal.

Air China new routes

WITH growing demand for international travel, Air China has announced five new international routes to begin in May.

The newly scheduled routes are Beijing to Zurich, Astana and Jakarta, Shanghai to Barcelona and Shenzhen to Los Angeles.

CA said demand for outbound tourism remained robust, especially during the seven-day Spring Festival which saw outbound travel amount to 6m.

Air China also saw strong demand to popular destinations Britain, Spain, Italy, New York, Los Angeles and Hawaii, with seat utilisation of 82.4% on its int'l routes, up 3.1% on the year prior.



SEE ADELE LIVE WITH BRITISH AIRWAYS

British Airways is giving six lucky travel agents the chance to see global superstar Adele live in the Presidents Suite at ANZ Stadium in Sydney on Saturday, 11 March 2017.

To win, send us a picture of yourself with something quintessentially British and tell us in 25 words or less, why you should join British Airways in the Presidents Suite at Adele Live 2017 in Sydney. Each winner will be entitled to one concert ticket. Send your photos and answer to britishairways@traveldaily.com.au

British Airways' route network currently serves more than 190 cities in 80 countries. British Airways has been flying to Australia for over 80 years and operates a daily service between Sydney and London Heathrow via Singapore. British Airways is the only European airline to fly to Australia. For further information about flying with British Airways visit ba.com.

BRITISH AIRWAYS

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Kakadu portal refresh

KAKADU National Park has launched a new website that will allow travel businesses a chance to promote themselves for free.

The content needs to solely relate to Kakadu and shouldn't be too specific or likely to change during the season as there is limited capacity to update the website after it's up and running.

Any itinerary featured will need to have a Kakadu element.

CLICK HERE to view a mock up.

Cathay Pac Y+ sale

CATHAY Pacific has launched a Premium Economy class sale for companion fares to Europe and Hong Kong.

To take up the offer, book by 14 Mar for travel to Hong Kong, London, Rome, Paris and Amsterdam between now and 26 Sep 2017.

Prices start from \$2,867 per person return to Europe or \$1576 per person for a return trip to Hong Kong.

Explore the idyllic Mauritius in the March issue of *travelBulletin*.

CLICK HERE to read *travelBulletin*



A&K Roaring Success

THE 2017 season is shaping up as one of the best on record for luxury tour operator Abercrombie & Kent (A&K) the local team told media with an update on trends in the market.

Sujata Raman, regional md for A&K announced the firm was "currently sitting at 15% up on the same time last year," having rebounded from a rather sheepish start in 2016.

Leading the charge is an appetite for the exotic with Raman saying "Africa is back in a big way, it had a couple of quiet years and every part of the country from Southern Africa all the way up to East Africa is going really well."

"In fact it's often now a question of space. I really wish we could train Australian travellers to book earlier because they often miss out to their American counterparts that tend to book many months in advance," Raman



commented yesterday.

Raman also observed growing demand in multi-generational travel and well as small group journeys, the latter of which was launched last year under a 'hosted journeys' category (*TD* 30 Jun 16).

The market can expect new tours and destinations within their soon to be launched 2018 portfolio soon.

She said "one is to Guatemala which takes you from the Mayan ruins to virgin rainforests and the one I'm particularly fascinated in is to West Africa."

She says she doesn't think there is anyone else in West Africa like what A&K is doing.

Raman is pictured on the right next to Serena Mitchell pr and communications manager for Abercrombie & Kent.

Dubai Jan visits soar

TRAFFIC figures released for Dubai International in Jan soared to an all-time high of 8 million pax according to a report issued by operator Dubai Airports.

Passenger traffic rose 9.7% to 8.03m in Jan 2017, up from 7.38m in the same month in 2016.

Eastern Europe remained the fastest-expanding market in terms of percentage growth with 32.5%.

Demand from Australasia rose 15.8% in the same period.

London topped the list of destinations with 338,816 pax.

The result comes on top of Dubai International Airport welcoming 83.6m pax in 2016.

Russia discounts

RUSSIA Travel and Tours is offering a deal for agents looking to sell Russia.

Discounts up to 40% are available for hotels, tours, river cruises, Trans Siberian Rail, Trans Mongolian Rail and the FIFA World Cup in 2018.

Agents can add their own commission on top of the prices, working directly with Russia Travel & Tours' local supplier.

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- Have a clear understanding of the key luxury travel specialists within the Australian and International markets and to be able to deliver a seamless reservations process for both the agent and the guest.

Successful candidates will possess the following:

- Experience in a reservations / Hotels & Resorts sales role dealing with luxury and high end products.
- Knowledge of Property Management Systems desirable, Opera Suite preferred and an understanding of Revenue Management concepts
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Applications should be submitted to jboyd@delawarenorth.com by 10 March 2017. Once the short-list is complete, interviews will be conducted in order to finalise the selection process.





Corporate Chatter

With Karen Tsolakis

Hello everyone,

The year for corporate big moves has started with a bang & they don't come bigger than Rio Tinto which rumour has it, may be going out to tender this year.

The talented team at GBT have done an exemplary job in quality servicing & in fact transforming the mining giant's travel program globally with year on year initiatives delivered successfully.

‘They don't come bigger than Rio Tinto which, rumour has it, may be going out to tender this year’

Macquarie Bank, another corporate major is due any day to announce the winner of its drawn out global tender. Two key objectives were a heightened traveller experience and consolidation of their global travel program, currently split between three top tier TMCs.

Seven News Media is also rumoured to be 'looking around' but denied it when asked for a comment. Their own TMC was also caught by surprise.

Ditto with Fairfax. And CBA. Quite mysterious.

Speaking of mysterious, let's have a look at different supplier reactions to what I call 'muster time' - approaches for sponsorship by various events organisers for 'corporate travel conferences' - or the sexier term 'Procurement Summit'.

You know, the ones that bombard you with calls and emails for an event that supposedly will have many of the ASX top 200 companies attending & that unless you hurry and sign up as a sponsor, your competitors will have first dibs at the 'opening cocktail party' or 'keynote lunch' that purportedly will be attended by the who's who of 'business decision makers'.

From my experience, unless it's an Israeli or American Chamber of Commerce, ASIC, banking or similar heavyweight event, they are as rare as a good glass of wine at these conferences.

So going back to the word 'mysterious' and the pressure to sponsor travel industry conferences. Reactions differ amongst the already stressed TMCs and suppliers. Hearing all the hoop-la, one of three things usually happens:

1. You are gripped by fear and anxiety as you imagine your top clients being wooed by competitors or worse, in a corner complaining about the time your quote to HKG was more expensive than one she found on the internet. You can see business cards exchanged, a lunch perhaps & now you feel sick as you can just see the email from your biggest client advising they are 'going out to market'. Panic sets in and you convince your boss to part with \$700 so you can go as a delegate for the two days. You attend & watch helplessly as your client is encircled by your competitors at every session break.
2. You genuinely want to go as you love to network with the industry leaders, and besides your current role is boring and you are hoping new opportunities will open up if you can get to the right person & introduce yourself.

3. You think back to the last three or four you have attended & what a waste of time, money and resources they were. There was little ROI for your thousands of dollars, and whilst it was good to catch up with Fran from Qantas and the girls from Starwood, at lunch you sat next to Dimwit from a government dept who had been in the same job for 24 years & while chewing loudly, told you these events were his 'big day out'. Meanwhile someone was on stage rabbiting on about trends & average ticket prices. No one really cared. On the upside, the technology booths were interesting with new great products out from the US, however your relationship with the GDS & OBT guys is pretty good anyway & a working demo in their office would be much more effective.

So, I will leave you with a thought Why would you as a travel industry supplier, pay a third party to organise an event where your risk / reward is tilted much more to the risk side? And pay them handsomely to facilitate opportunities for YOUR CUSTOMERS to be easily approached by competitors in a social forum & form a connection that may, or may not not have been possible otherwise? And how many times have you been smacked about to lower your fees because your client met 'someone' at a travel conference & found out they are on \$5 no -touch domestic so why are you charging \$8.50?

Of course ongoing education of new technologies, data sourcing and product launches are very important, but the fleeting moments and opportunity with a new prospect at your booth with all the distractions around them, is far less effective than a customised demonstration & collaborative workshop with key stakeholders over a boardroom lunch. And far less expensive. Think about it. Who really wins from these?

‘Why would you pay a third party to organise an event where your risk/reward is tilted much more to the risk side?’

The corporate buyers get a free day out to discuss and compare your services (and sometimes fees) with your competitors & with each other. Often they leave feeling they can do better for less.

Many procurement managers are measured on short-term gains & rewarded for cost-out, thus not focused on long-term strategies or the holistic value of service.

Finally, the other great financial beneficiary is the event organiser. You may not care that your and your peers' money pays for 40 to 50 people on the payroll of one of the main travel industry ones, to travel around comfortably, often under the guise of, 'collecting data & market intel' ...blah blah blah ... but what is the benefit to YOU & your business?

Do they really have YOUR best interests at heart by marketing multiple conferences each year, purging you for the sponsorship money, (big payroll due) only to then drop everyone in the Colosseum and let the lions in?

Karen Tsolakis is a director at Butler Caroye Asia Pacific & feature writer for Travel Daily

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Egencia/Sabre joint white paper

EXPEDIA'S corporate travel offshoot Egencia has partnered with Sabre Corporation to produce a new white paper which provides "data-driven tips to increase business traveller satisfaction without breaking the budget".

Perks are key, with an analysis of Sabre's air shopping and merchandising data revealing the most commonly purchased ancillaries were fast track passes and pre-reserved seat fees.

The study recommends companies also minimise the downside of delays by offering global lounge program membership.

"A few simple steps can help employees find the right mix of productivity and happiness... these are incremental, cost-conscious changes businesses can implement without blowing budgets," the report states.

View it at info.egencia.com.

China corporate soars

BUSINESS travel spending in China reached US\$290 billion last year, according to a new report based on market data from Ctrip Corporate Travel and the Global Business Travel Association.

That puts China second only to the USA in terms of corporate travel spend.

Air NZ stays on panel

AIR New Zealand last week confirmed the renewal of an agreement to be part of a panel of carriers participating in an All of Government Air Travel Tender in New Zealand.

The pact has an initial term of four years and "introduces new flexibility to the relationship that will see Air New Zealand partnering with government agencies to match their specific needs for both domestic and international travel," said NZ chief revenue officer Cam Wallace.

Jetstar is also part of the NZ government carrier panel for the first time.

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PHG new additions

PREFERRED Hotels & Resorts has announced 26 new luxury properties set to open this year.

Among these are Shilla Stay Haeundae in the South Korean city of Busan, Hotel Monville in Montreal, Canada, and Il Castelfalfi in Tuscany, Italy, launching later this month.

NOPSI Hotel in New Orleans, in the US state of Louisiana, will open June this year.

The DeSoto in Savannah, in the US state of Georgia, will launch Aug while the Orazio Palace Hotel in Rome, Italy, will open later in the year.

Preferred Hotels currently represents over 650 distinctive hotels, resorts, residences and hotel groups across 85 countries.

AY, Skyscanner pact

AMADEUS and Finnair have created Amadeus Altea NDC, a system which allows travellers to directly purchase Finnair tickets on Skyscanner without leaving the meta's platform.

The system offers travel retailers the chance to integrate Finnair's flights, seats and ancillaries, leading to a greatly enhanced customer experience.

The modern day traveller now performs on average 48 searches across eight sites.

Grand Hyatt Baha Mar

HYATT Hotels Corporation has joined with CTF BM Operations Ltd for operation of Grand Hyatt Baha Mar, a move which Myle McGourty, senior vp, Latin American and Caribbean, Hyatt believes is important to the company's global expansion strategy and presence.

Initial operations are set to begin late Apr - more info [HERE](#).



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.

Margot Windenburg has appointed Senior Sales Manager of North America for **AMT Australia**. She has held past marketing and sales roles for companies such as Down Under Answers and Anza Travel. Margot's previous role was as Director of Sales at Clipper Vacations.

Pan Pacific Hotels Group has named **Lothar Wilhelm Nessmann** as its new Chief Executive Officer.

Thales Australia has welcomed **Gary Dawson** as Vice President Strategy. Dawson has previously worked for Thales, with experience in corporate affairs, media, politics and strategy. He was previously CEO of the Australian Food & Grocery Council.

Delta Air Lines has named **John Caldwell** as its new Vice President-Seattle. Caldwell's responsibilities will include overseeing financial performance, marketing, commercial sales, sponsorships, community relations, and the customer experience at Sea-Tac.

Marty Byrne has been given the title of General Manager Travel for **WYZA Limited**. Byrne has over 25 years' experience driving sales and marketing within the airline, travel retail, corporate and wholesale space.

Sydney's **Tank Stream Hotel** has assigned **Nigel Myers** as Business Development Manager. Myers was previously Guest Relations Manager at the hotel. He brings with him a wealth of hotel experience, having worked in management positions at Sydney's Pullman Hyde Park, Travelodge and Stamford Plaza Sydney Airport.

Win flights to Europe with the Lufthansa Group



experts

This month *Travel Daily* and Lufthansa Group are offering readers the chance to experience their award-winning long haul product on a trip to any European destination served by the Lufthansa Group. The Lufthansa Group prize includes two return economy class flights with Lufthansa Group and their airline partners ex-Australia to **any European destination of your choice**.

The Lufthansa Group - composed of Austrian, Lufthansa and Swiss International Air Lines - offers Australian travelers the world's most comprehensive European network and more than 300 global destinations accessed through their four regional hubs. The theme of this competition is Mixed Class - learn more about the product [HERE](#).

Open to all Australian Travel Agents, the lucky winner will have the most correct answers as well as the most creative entry to the final question. Send your answers to lufthansa@traveldaily.com.au

Terms & conditions

Q2. What is the name of the Lufthansa Group support and information platform for travel agents?

Lufthansa Group **Austrian** **Lufthansa** **SWISS**

St Hallett at 38,000ft

VIRGIN Australia and Barossa Valley winery St Hallett have created a wine called The Duo, available for the first time today.

The wine is exclusive to Virgin flights in Business Class and for sampling in Virgin lounges.

The drop has been blended for high altitude consumption, as atmospheric pressure and drier air conditions can affect the taste of food and beverages.

Tempo Holidays

VISIT Britain and Tempo Holidays have joined forces to raise awareness of regional UK.

#OMGB (Oh My GREAT Britain) campaign has showcased brand new itineraries including four- and five-night rail packages across areas such as Birmingham, Bristol, Preston, Manchester, Leeds and Southampton.

Visit tempoholidays.com.

Uniworld upgrades

UNIWORLD Boutique River Cruise Collection has launched its 'You Deserve the Best Upgrade' promotion, offering accommodation upgrades and air travel incentives.

Offers are available on select departures in Europe, India and Vietnam in 2017 for bookings by 30 Apr.

Head to uniworld.com for further information.

EK weather check

EMIRATES is working with Vaisala to test CheckTime, an automated decision support technology that will help Emirates' pilots better focus on safety and flight operations.

The system helps crew prepare for a flight in extreme winter weather, looking at temperature, wind and precipitation and their impacts on travel.

Testing is currently being done in Copenhagen and Chicago.

Travel Daily is Australia's leading travel industry publication.

Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.

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TRAVEL INDUSTRY ESCAPE
MARCH

Treat yourself to a luxurious stay at Emirates One&Only Wolgan Valley, nestled in the Greater Blue Mountains, with this exclusive Travel Industry employee offer available for travel in March.

From \$700 per person twin-share nightly including luxurious villa with private pool, gourmet breakfast, lunch and dinner daily, selected local wines and beers with meal, non-alcoholic beverages and two nature-based activities per person per day.

TO MAKE A RESERVATION, PLEASE CALL +61 2 9308 0550 OR
EMAIL RESERVATIONS@ONEANDONLYWOLGANVALLEY.COM

Offer is subject to availability, applicable for new bookings only and valid for travel until 31 March 2017. Rate listed is based on an overnight stay in a Heritage Villa on a twin-share basis. Travel industry employee identification is required, including IATA number or enquiry details on company letterhead or email. Other terms and conditions may apply.

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***NEW* NETWORKING IS KEY**

TRAVEL INDUSTRY SALES EXECUTIVE

PERTH –SALARY PKG TO \$65K + INCENTIVES

Searching for a company which has a product that can easily be sold and well respected in the market? This is it. As an experienced sales executive you'll easily step in and cover the WA retail market. With a professional brand name behind you and your strong presentation skills, you'll have the ability to influence others and increase sales whilst managing your time effectively and growing industry relationships. Top package plus tools of the trade and sales bonuses on offer.

***NEW* BUILD & GROW RELATIONSHIPS**

ACCOUNT MANAGER

MELBOURNE – UP TO \$90K PKG

Join a name you can trust with a portfolio of interesting and top level clients to manage. Create impeccable service standards delivering over and above to your clients on a daily basis. Your knowledge of corporate travel account management strategies will be required for these high value clients along with your negotiation skills to be able to offer solutions to formulate reporting requirements. A top salary package & career progression on offer.

JOIN A WINNING TEAM

CORPORATE SALES MANAGER

MELBOURNE –SALARY PKG TO \$105K + INCENTIVES

This leading travel management company is looking for a talented sales professional to grow their corporate client base. Working with accounts of all sizes, you will use your existing network to develop a pipeline, build relationships, present, negotiate & contract new business. Experience in a similar role is essential along with exceptional sales, presentation & negotiations skills. A generous salary package + lucrative commission structure is on offer.

LOVE THE BUZZ OF ON-THE-ROAD SALES?

BUSINESS DEVELOPMENT EXECUTIVE

BRISBANE – UP TO \$65K PKG + BONUSES

If you're well connected within the QLD travel market and looking for a first class product to represent – don't miss out on this challenging BDE opportunity. Along with managing and growing existing leisure accounts you'll be confident in identifying and building new business opportunities to increase revenue, experienced in presenting and have strong negotiation skills. Previous experience in a similar industry sales role is a must. Top package & benefits on offer.

INTERVIEWING NOW

DIRECTOR OF SALES AUSTRALIA- LEADING TMC

SYDNEY – SALARY PACKAGE \$155 K + BONUS

The search is on for Australia's most talented, inspiring Corporate Sales Manager who enjoys leading from the front. This is your opportunity to join an award winning global TMC in a role that will allow you to mentor and develop others, whilst still managing your own client portfolio. If you love the thrill of the chase and can motivate others - this is the dream role you have been waiting for. Apply today or call 02 9231 2825 for a confidential chat.

RARE MARKETING ROLE

MARKETING MANAGER

SYDNEY \$100K +

An exciting role exists for an experienced Marketing Manager to make their stamp on this leading travel company. You will be working across direct and trade marketing and there will be a focus on campaign management. You will need to be creative and dynamic to work collaboratively with stakeholders. A minimum of 5 years' experience in a marketing role essential along with a track record working in the digital space.

WORK FOR ONE OF THE GREATS

GLOBAL CORPORATE ACCOUNT MANAGER x 2

SYDNEY- SALARY PACKAGE UP TO \$120K

As a global Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as professional communication & negotiation skills to deal with people at all levels up to executives. This TMC has some exciting things happening in 2017. Don't miss out, apply now.

MOVE YOUR SALES CAREER FORWARD

GLOBAL CORPORATE ACCOUNT MANAGER

SYDNEY- SALARY PACKAGE UP TO \$120K

As a global Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to executives. Interviews to commence this week.

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Solo Connections

**Have you got solo traveller clients... ?
Are you sick of not having a good option to provide them... ?**

SOLO CONNECTIONS IS THE ANSWER!

TRAVEL is such a different experience for Solo Travellers, with a growing number of people finding themselves widowed, divorced, single or even with a partner who doesn't like to travel, a change was needed. Recognizing this, Denise Falsay came up with a solution so no travelling singles need to worry - Solo Connections.

Clients get the sanctuary of their own **SINGLE** room with **NO** single supplements, ever. Our tour itineraries are specifically designed for single travellers, with our experienced escorts offering 24 hours assistance.

Solo Connections offers 3 different styles of tours: Classic, Active and Collection. Each style caters for different budgets and needs but regardless of the client's choice, each style of touring offers:

- Fully escorted well-paced itineraries
- Small groups - minimum of 10 passengers/ maximum of 20, plus the escort.
- Sightseeing - entrance fees etc. are pre-purchased

- Sole occupancy accommodation
- Varying dining options to enhance experience
- All Tipping, Gratuities and Portage
- All international tours include economy class fares and taxes

All tours are commissionable at 10% of the tour price, less fees and taxes.

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