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Malindo plots Au growth

MALAYSIAN full service carrier Malindo Air is seeing a strong performance on its new Brisbane-Denpasar-Kuala Lumpur route, and plans to add Melbourne-Denpasar-Kuala Lumpur services by the end of the year.

Speaking to **Travel Daily** at an event in Brisbane this morning, Malindo Air ceo Chandran Rama Muthy said Australia was a key part of the airline's network plan, which now incorporates 45 destinations in 16 countries including India, Nepal, Pakistan, Malaysia and China.

Sydney is firmly on the radar for the fast-growing airline which also operates ex Perth and plans to add ports in Korea and Japan in the near future.

"We want to sell the network...

it's a great asset," he said.

Malindo Air is also the launch customer for Boeing's brand new 737-MAX aircraft and received its first two of the planes this month.

With a 7.5 hour range and significant fuel efficiencies, the 737-MAX is currently being used on flights to South Asia "but we plan to give Brisbane a taste of the new aircraft too," Muthy said.

Malindo's full service offering includes Business class, in-flight entertainment, wi-fi, catering and a 30kg baggage allowance and the carrier has existing interline deals with TK, EY, QR, OM and a new pact with ANA.

Economy X on sale

VIRGIN Australia is highlighting its Economy X product in today's **cover page**, following its launch earlier this week across its domestic and int'l flights.

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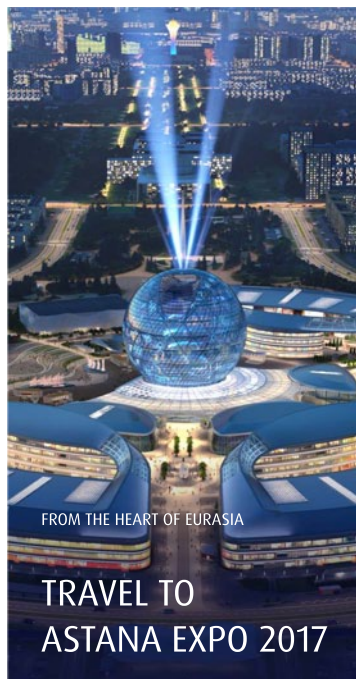
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RCL extended hours

RESERVATION sales & service call centre lines in Australia for Royal Caribbean, Celebrity Cruises and Azamara Club Cruises will be extended by four hours a day, to 8am to 9pm AEST (Mon-Fri), effective Mon 29 May.



With any purchase of tickets transitting to or through Astana, Air Astana will be sponsoring the entrance ticket to the EXPO Astana 2017.



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Accor takes Silkari project

ACCORHOTELS continues to increase its footprint in Australia, with its latest development in Sydney set to take over a site originally earmarked for fledgling apartment & hotel brand, Silkari.

The newbuild Porter House Hotel, MGallery by Sofitel is part of a mixed-use development that will feature 121 hotel rooms and 131 residential apartments (**TD** breaking news yesterday).

Built in Sydney's CBD on the corner of Bathurst & Castlereagh streets by developer Shanghai United, the 36-storey structure is slated for opening in Dec 2020.

AccorHotels said the hotel would "interweave the existing 1870s Heritage-Listed Porter House adjacent to the tower" and feature two restaurants, a pool, fitness centre, meetings facilities, a bar with an art gallery & more.

Chief operating officer Pacific for AccorHotels Simon McGrath said the group was "thrilled" to sign

a new strategic partnership with Shanghai United, adding "this new MGallery by Sofitel hotel will stand to greatly benefit from the tourism & infrastructure boom we are currently seeing".

The site was previously slated for Australian developer Visionary Investment Group's Silkari on Castlereagh (**TD** 07 Jul), however the project stalled.

"Shanghai United will now be independently developing The Porter House hotel which is a completely different project to what was initially suggested for the Silkari site," Lee Fan of United Development Sydney told **TD**.

Fan said Silkari on Castlereagh was "simply a suggestion by the Silkari however never confirmed".

"Shanghai United will develop this hotel at the highest standard and chose to partner with AccorHotels as one of Australia's most prestigious & world-leading travel groups who offer unique and intimate hotel experiences."

Construction on The Porter House Hotel, MGallery by Sofitel will commence early next year.

Win a Swiss famil spot

SWITZERLAND Tourism's new e-learning tool for the trade, the Switzerland Travel Academy (**TD** 15 May) has been developed to improve agent knowledge on the destination, boost sales and encourage bookings to be made via Aussie certified Swiss experts.

Myswitzerland.com/academy has been designed to be more engaging and user-friendly for travel agents, incorporating a series of videos and imagery.

The program comprises five modules: 'Welcome to Switzerland'; 'Basic and practical knowledge'; 'How to travel to & within Switzerland'; 'Switzerland in 3, 5, or 10 days'; and 'News from Switzerland'.

Travel agents who complete each modules' test & a final exam with a score of 80% or above have the chance to win a place on a famil to Switzerland in Sep.

High performing certified Swiss experts can also win one of 10 \$200 Westfield gift cards and one of five specialty Swiss cheese hampers from Fromart.

To be in the running, complete the exam by 15 Jul.

Tourism WA goes east

THE Western Australian govt has announced today it plans to re-establish a Tourism WA office on the east coast to support work being undertaken by airlines, wholesalers and OTAs and to provide travel trade training.

Tourism Minister Paul Papalia said the office was necessary to compete with other Aussie states and int'l markets to lure visitors, such as NZ, Fiji and Hawaii.



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[CLICK HERE for further details](#)

Peru air and trade deals

AUSTRALIA has launched negotiations with Peru to establish a free trade deal aimed at tapping into one of the fastest growing economies in Latin America and boosting industries including tourism.

The plan was announced yesterday by the Minister for Trade, Tourism and Investment Steven Ciobo, and coincided

with the signing of a bilateral air services agreement between the two nations.

The air deal paves the way for carriers from each country to launch new services, either with their own aircraft or via codeshare arrangements.

It was formalised yesterday in Canberra by the Minister for Transport Darren Chester who said nearly 40,000 Australians visited Peru in 2015.

"Australia and Peru have enjoyed a strong tourism, trade and investment relationship which has continued to grow," Chester said.

The first round of negotiations for a free trade deal will be held in Lima in Jul, aimed at boosting Australia's \$504 million annual trade with Peru.

The Government said it wanted to reduce tariff barriers on exports and benefit service industries such as tourism.

Burnes beefs up stake

HELLOWORLD Travel chief executive officer Andrew Burnes has again upped his investment in the company, buying 4,000 additional shares.

According to an ASX notification issued yesterday, the investment cost \$15,679.90 and was acquired directly by Burnes.

It follows a similar purchase announced on 11 May in which Burnes spent just over \$15,000 on a further 3,938 shares.

Moreton Hire QF pact

QANTAS has partnered with Moreton Hire to extend its Business Rewards scheme into the events sector, offering one point for every dollar spent on the company's services.

Moreton becomes one of 40 partners in the program and the exclusive event industry partner for the scheme.

The deal allows organisers of meetings, conferences and exhibitions to earn points using Moreton - see today's **Business Events News** for more details.

Delta refines add-ons

DELTA Air Lines will allow customers to buy premium products such as Delta Comfort+ and First Class as add-ons under changes to its Branded Fares.

The extras can now be added post-purchase for individual segments or entire journeys, and do not require the same payment method as the original purchase.



Window Seat

DUST off that resume, your dream job is here.

Brisbane Airport is seeking the services of a "LEGO-ist-in-residence" to oversee the building blocks of its operations and has called for applications for a 12-month posting.

Exact duties are unclear, but we presume they involve a lot of LEGO play while hanging out at the airport.

Brisbane Airport Corporation ceo Julieanne Alroe said the position was part of BNE's Artist-in-Residence program which has already involved pop-up orchestra performances and works by Queensland painter Robert Brownhall.

Details like the pay hardly seem important, but hours are flexible - apply [HERE](#).

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SAA wins PER marketing award

SOUTH African Airways took out first prize in Perth Airport's annual marketing awards which support international airlines flying out of Western Australia.

SAA's national sales and marketing manager Michael Hall, together with his team in Sydney and Perth came up with the winning entry.

The soon-to-start campaign will promote the airline in Australia, highlighting that its port of entry is Perth.

"Our first prize is worth \$20,000 which will be used in a Perth-specific campaign. As part of that we'll highlight that together Perth and SAA provide the best combination & hub for visitors to and from



Africa," Hall said.

South African Airways' WA/SA sales manager Vicki Gordon is pictured with the award, presented by PER's James Gorton and Stephanie Juskiewicz.

RED BUS SALE - NETWORK WIDE

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AIRLINES

Bali

RETURN BUSINESS CLASS
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New Cebgo routes

PHILIPPINE low-cost carrier Cebu Pacific (5J) has expanded its network, via Manila, with four routes through subsidiary Cebgo.

Cebgo will operate daily flights between Clark and Caticlan (Boracay) & thrice weekly services between Clark and Busuanga.

There are also two additional direct services linking Cebu and Busuanga & Cebu and Cotabato.

5J is also now utilising the new Puerto Princesa Int'l Apt terminal in the province of Palawan which handles international flights.

Vail Epic Pass deal

THERE'S only a few weeks left to take advantage of Vail Resorts' 2017/18 Epic Australia Pass, on sale now until 12 Jun priced at \$849 for adults - details **HERE**.

It can be used at 11 ski resorts globally, including Perisher, NSW.

Complaints galore

NSW consumers had plenty to complain about travel & tourism products during the month of Apr, the latest Fair Trading Complaints Register shows.

While a long way off real estate agent Ray White's 25 formal gripes, Flight Centre stores across the state received 14 complaints.

Jetstar and online travel agent Webjet both had 11 registered grievances and Qantas had 10, some of which related to laptops, and vouchers/coupons/gift cards.

JETGO adds OOL/ABX

REGIONAL carrier JETGO is adding seasonal flights from the Gold Coast to Albury, commencing 29 Jun & operating twice weekly (on Thu and Sun).

Launch fares are priced from \$189 one way including 15kgs of checked baggage & 7kgs carry-on.

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Applications close: Friday, 2 June 2017.

Only short listed candidates will be contacted.

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Thursday 25th May 2017

New DL/AM routes

DELTA Air Lines and Aeromexico have overnight revealed plans to add five new transborder routes, subject to regulatory approvals, under their joint venture.

The carriers will introduce new services between Atlanta and Merida, Atlanta and Queretaro, Los Angeles and Leon, Seattle and Mexico City, as well as Portland and Mexico City.

Flight frequencies will also be increased across four key routes.

Veendam to Cuba

HOLLAND America Line will operate a series of sailings to Cuba aboard *ms Veendam* from Fort Lauderdale, Florida at the end of this year, until mid-Apr.

The first voyage is scheduled to depart on 22 Dec, a 12-day cruise, complemented by nine seven-day sailings that will include port calls at Havana or Cienfuegos (or both destinations), along with a mix of Caribbean ports and an 11-day cruise on 17 Mar.



Sales Executive AU Full Time - Sydney

Combining a deep understanding of our customers around the globe with exceptional crew and cutting edge technology, **Tourism Holdings Limited** delivers world-leading customer experiences.

We do this through our iconic brands, **Maui, Britz, Mighty, Road Bear** and **Just Go**; delivering motor home holidays in NZ, Australia, USA, UK and Africa, and **Kiwi Experience, Waitomo Glowworm Caves** and **Black Water Rafting**, our NZ tourism brands.

We're seeking a **Sales Executive - AU**, reporting to the Sales Manager Australasia, North America. Your objective is to meet all sales revenue targets in the AU market by developing strong relationships in the youth sector and training travel agents on all **thl** products.

Key criteria for our winning candidate:

- experience in the tourism industry
- specifically **Sales, Reservations or Frontline Customer Service**
- effective communicator
- self-reliant, proactive and multi-tasker

Your responsibilities will include:

- Develop strong relationships in the AU market with new and existing agents
- Provide training to AU agents on **thl** products
- Organise monthly Trade Partner Call plan
- Represent all **thl** brands at market consumer shows and promotional events

Our people come from varied backgrounds, countries and cultures. Some are shy, others are loud (some are even ninja's!) We accept people as they are. That's what makes our **thl** family special! We want crew who are willing to go the extra mile, help their work mates and share team success. It's all part of our challenger spirit!

So if you love being part of a team, looking for a challenge or a company that pushes personal and professional development and growth, then we want to hear from you!

Send your application to Jackie.costello@thlonline.com

NEW Northern Europe Itineraries for 2018

7-15 night itineraries starting from **\$5,227*** pp twin share

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Viceroy's House India showcase



ANYWHERE Travel, Singapore Airlines, Indian Tourist Office, and TAJ Hotels Resorts & Palaces celebrated India as a destination last night in Sydney as they treated 120 Anywhere Travel clients to a screening of *Viceroy's House* at Dendy Opera Quays.

Indian Tourist Office assistant director Kanchan Kukreja said movies such as *Viceroy's House* were creating brand awareness for the subcontinent in this market.

"These days, we are tapping into the visitor marketing more than tourism marketing," she said.

More than 300,000 Australians visited India last year, Kukreja said, making it one of the nation's

top 10 country source markets.

Set in Delhi but filmed in Jaipur, TAJ director of global sales Thushara Liyanarachchi said the "big house" featured in the flick is in fact the luxury hotel group's TAJ Rambagh Palace, "making the movie even more special".

TAJ currently boasts over 100 hotels in India and Liyanarachchi told **Travel Daily** it would open nearly 10 properties in the next six to 12 months as part of its re-development and expansion.

Pictured at the event from left are Kanchan Kukreja, Thushara Liyanarachchi, Barbara Whitten, Anywhere Travel and Nana Siauw, Singapore Airlines.



WENTWORTH TRAVEL

Travel Designer

Wentworth Travel is one of Sydney's leading independent travel agencies. We are renowned for our exceptional service and superior industry knowledge. We specialise in itinerary planning for leisure travellers as well as corporate travel for small to medium sized businesses.

Wentworth Travel is seeking a Travel Designer to join their team.

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- A team player
- Willing to embrace new technology

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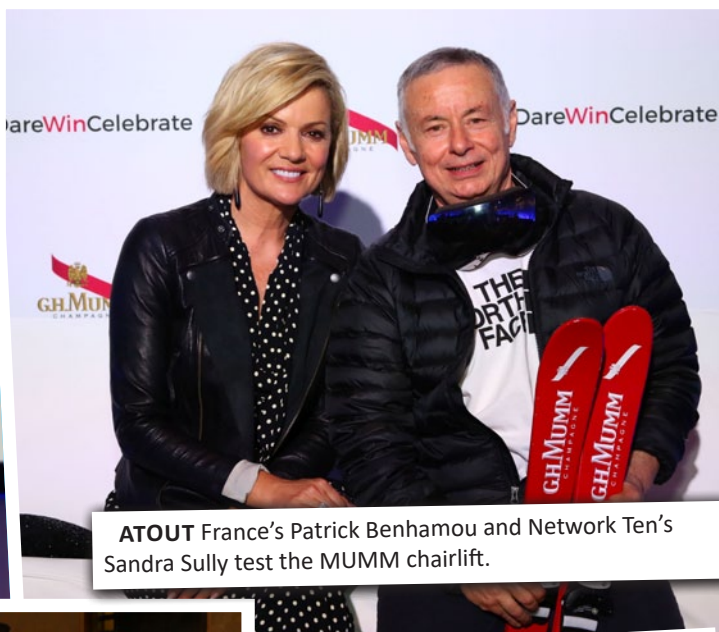
No recruitment agencies please

Get on the Piste to France

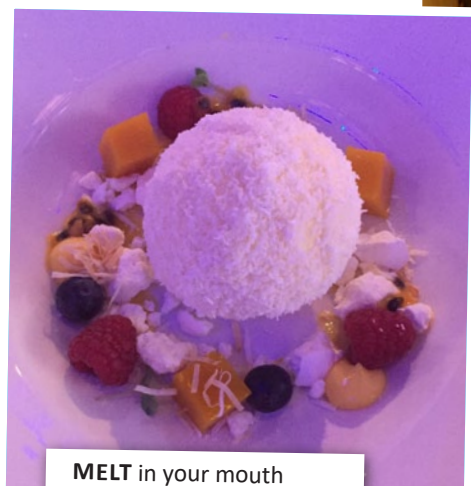
MAJOR French ski resorts Chamonix-Mont Blanc, Courchevel, Megève, Val d'Isère and Val Thorens joined **Atout France** and **Emirates** to host a magical winter wonderland Après-ski event at Sofitel Sydney Wentworth. Co-sponsoring on the night were The North Face, LA MAISON DU THE, TEFAL and MUMM for a typical convivial Savoyard Raclette dinner.



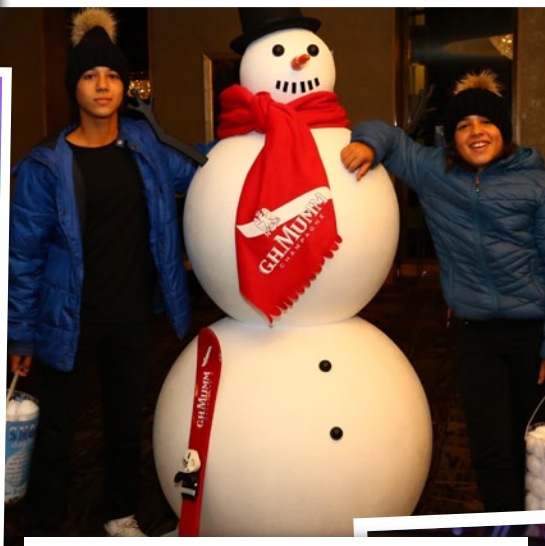
TIM Harrowell of Emirates claiming EK makes one million croissants per week!



ATOUT France's Patrick Benhamou and Network Ten's Sandra Sully test the MUMM chairlift.



MELT in your mouth snowball dessert.



ARNAUD & Maxime from the French School.



A MUSHROOM & truffle cappuccino!



THE Vitamine Jazz Band kept the tempo upbeat.



THE highpoint of the soirée was without a doubt the seasonal winter wear fashion show modelling **The North Face** gear, climaxing with an atmospheric stage fog effect.

The very best of French ski resorts

TOP choice of ski destination for Australian skiers to Europe, France has many of the best known ski resorts in the world, with **Val Thorens** and **Chamonix Mont-Blanc** featuring amongst the top 10 Best Overseas Ski Resorts, according to *Luxury Travel* magazine readers.

Other resorts offer everything from the most luxurious top of the range establishments as in **Courchevel**, typical French mountain village resorts like **Megève** and all year round skiing in the case of **Val d'Isère**, due to its glacier. And everywhere, French ski instructors offer an unparalleled level of professionalism and a warm personal approach. For more info on skiing in France **CLICK HERE**.



THE magical winter wonderland of the Les Trois Vallées and Courchevel resort.



DRIVEAWAY'S Karen Power receives her prize from Lil Mercanti of The North Face.



ANTOINE Burnet delivers for Chamonix Mont-Blanc & Megève.



THE TEFAL raclette – get stuck in guys!



TEAM Atout France: Sophie Almin, Caroline Dandurand, Anais Leloup, Sarah Elfassy and Marion Prudhomme.



LES and Luisa Schirato, Vittoria Coffee, with Wolfie Pizem.

More to HKG than a stopover



REGAL Hotels International (RHI) plans to focus on promoting Hong Kong as more than a short stay destination for Australians.

Charmaine Wong, bdm of RHI, says Hong Kong is a city worthy of repeat visitations as well as a “break-your-journey” destination for travellers to Europe and other Asian destinations.

During the coming winter, the

Regal Group will be launching competitive weekly rates in all Regal properties, as well as the group’s lclub hotels, the low cost brands managed by the RHI.

The move is part of a person-to-person campaign RHI has launched aimed at travel agents.

Pictured from left: Mandy, Charmaine, Elysia and Leslie at Ananda Travel Service in Sydney.



This month, Travel Daily is giving travel agents the chance to win a trip to New Caledonia, courtesy of Aircalin, New Caledonia Tourism and Sheraton New Caledonia Deva Spa and Golf Resort.

The trip for two includes return economy class tickets flying with Aircalin from SYD/MEL/BNE, 4 nights accommodation and buffet breakfast at Sheraton New Caledonia Deva Spa and Golf Resort and return airport transfers courtesy of New Caledonia Tourism.

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

19) In what year was Aircalin created?



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Travel Daily

First with the news

Thursday 25th May 2017



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.

Douglas Martell will replace Peter Henley as Chief Executive Officer of **ONYX Hospitality Group**. Martell was previously Executive Vice President and Chief Operating Officer of ONYX.

Lindy Andrews of Boutique Tourism Collection has been enlisted by **Asia DMC** to head its new office in Sydney as part of an expansion. She will be backed by **Mark Snoxell** who will lead New Zealand operations.

Lucy Mock has been announced as Resort Manager for both **Nanuya Island Resort** and **The Boat House Nanuya** in Fiji. Mock has over 23 years’ experience at companies including Mercure, Yasawa Island Resort and Rosie Holidays.

Former Olympian **Cathy Freeman** is the sixth official GC2018 Ambassador. She will assist the GOLDOC with promotion of the 2018 Games to the Australian and international stage.

The Board of **Grampians Tourism** has appointed **Marc Sleeman** as Chief Executive Officer. Sleeman is currently General Manager of Tourism and will take over from Will Flamsteed on 03 Jul.

Sherry Menor-McNamara and **Kelly Sanders** will serve on **The Hawaii Tourism Authority’s** Board of Directors. Menor-McNamara has led the Chamber of Commerce Hawaii since 2013 and Sanders has held senior roles in Starwood and Marriott brands in Hawaii since 2006.

John Cossens will join **Qualmark**, Tourism New Zealand’s official quality assurance organisation, as a Tourism Business Advisor. Cossens has been involved in marketing, tourism and sport for 20 years.

ATEC Leaders search

AUSTRALIA’S tourism industry is after senior executives to take part in the Australian Tourism Export Council’s 2017 Emerging Leaders of Inbound Tourism Excellence (ELITE) Program.

Following successful programs in 2015 & 2016, ATEC is searching for the next group of individuals who are passionate about the export tourism industry and are looking to build the skills.

This program is open to people from across all sectors of the export tourism community.

CLICK HERE for more info.

Tourico hotel study

TOURICO Holidays has revealed an 8% increase in hotel bookings in the United States in 2016, compared to the prior year.

There was also an additional 6.5% increase through the first 18 weeks of 2017.

According to Tourico, Australians have boosted their hotel bookings by 9% year-on-year, while the Chinese have increased their bookings by 67.5 % year-over-year in 2017.

Californian hotel bookings were trending at 19% higher in 2017 than the same time last year.

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7
DAYS

UP TO
18
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10% OFF

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12
DAYS

UP TO
18
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Italian Lakes | Venice

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DAYS

UP TO
18
GUESTS



10% OFF

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| Seville

Spend the night in Seville and enjoy a traditional Flamenco show

11
DAYS

UP TO
18
GUESTS

*Terms and Conditions: 10% Early Bird saving is valid for tours listed in the new 2018 brochure when booked & paid in full by 31 August 2017. 10% offer is not combinable with any other discount. Offer cannot be extended. Subject to availability. Per Couple 'Save Up To' amount of \$1000 is based on the Italian Indulgence departing in 2018. Back-Roads Touring reserves the right to amend or withdraw this offer at any time. For full terms and conditions see www.backroadstouring.com

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Want your career search handled confidentially? Call the experts!

***NEW* HIT THE ROAD JACK**

**TRAVEL INDUSTRY SALES EXECUTIVE
MELBOURNE—SALARY PKG TO \$75K PKG**

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 VIC 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.

LEAD & MENTOR

**CUSTOMER SALES MANAGER
MELBOURNE- \$80-85K + super + bonus**

Our client is looking for a dynamic manager to join them overseeing the operations of the team. You will be responsible for the day to day operations, motivating & developing the team, ensuring sales targets are being met, looking for improvements to increase productivity, business planning & working closely with other departments. Great salary + bonus. Experience in a similar role is essential along with strong leadership & people management skills.

TROPICAL DARWIN

**GENERAL MANAGER
DARWIN – UP TO \$130K PKG+ BONUS**

Are you an innovative General Manager looking for a new challenge? Come join this growing hotel brand & be responsible for overseeing all hotel operations, lead the team with a focus on providing an exceptional guest experience & growing the bottom line. Experience as a GM in 4-5 star hotel is essential along with exceptional leadership, communication & interpersonal skills. Strong salary package on offer for the right candidate.

PASSION FOR PRODUCT

**PRODUCT EXECUTIVE
SYDNEY – SALARY TO \$60K PLUS**

Looking for a new product role? This leading wholesaler has a Senior Product Executive role based in their CBD offices. You will be managing a unique destination whilst acting as ZIC when needed to the head of product. This is that next step in your career you have been waiting for. If you are currently a product coordinator or executive send your cv or ring today for a confidential chat. Interviews will commence next week so apply now.

LOOKING FOR CAREER PROGRESSION?

**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 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. Call today to find out more.

REPRESENT LUXURY

**TRAVEL INDUSTRY BDM
SYDNEY - SALARY PACKAGE \$80K**

Our client is searching for a BDM who is passionate about increasing sales with the ability to source and secure new business. You will have a real drive, passion and understanding of the travel industry, along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm.

ARE YOU THE MISSING LINK?

**CUSTOMER IMPLEMENTATION MANAGER
MELBOURNE- UP TO \$76K PKG**

Come and join a leading travel management company that is going from strength to strength. As customer implementation manager you'll be responsible for managing the seamless implementation of new customers to the company to ensure long term retention and satisfaction. Your strong corporate travel industry experience and OBT knowledge will see you shine and progress in this challenging role. Strong salary package on offer.

BE REWARDED WITH THESE GREAT ROLES

**BUSINESS DEVELOPMENT MANAGER –X 7
SYDNEY – \$75 BASE + GENEROUS COMMS**

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

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aaappointments.com.au

NSW & ACT - 02 9231 2825 VIC, WA, SA & TAS - 03 9670 2577 QLD & NT - 07 3229 9600

FOR ALL THE BEST EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com.au

WILL YOU BE CROWNED PEOPLE'S CHOICE: TRAVEL AGENCY OF THE YEAR 2017?

Voting is NOW OPEN for the NTIA People's Choice: Retail Travel Agency of the Year. To win, have your clients vote for you as their favourite ATAS travel agency.

HOW DOES IT WORK?

The Travel Agency with the most consumer votes will be crowned the NTIA People's Choice: Travel Agency of the Year and awarded at the NTIA Gala Dinner on Saturday 22 July 2017.

WHY SHOULD MY CLIENTS VOTE?

To incentivise consumers to vote APT are offering Australians the chance to win a Mekong River Cruise for two people valued at over \$7,000.

HOW DO CONSUMERS VOTE?

There are two ways to vote:

1. Purchase any Australian Traveller or International Traveller Magazine. Complete the survey and mail to Reply Paid 85483, Suite 101, 15 Belvoir St, Surry Hills NSW 2010, OR
2. Go online to www.internationaltraveller.com/travel-agency-of-the-year-2017

Voting closes Friday 30 June 2017.

